

BAY REGION BUSINESS

Vol. 2

1945

CALIFORNIANA

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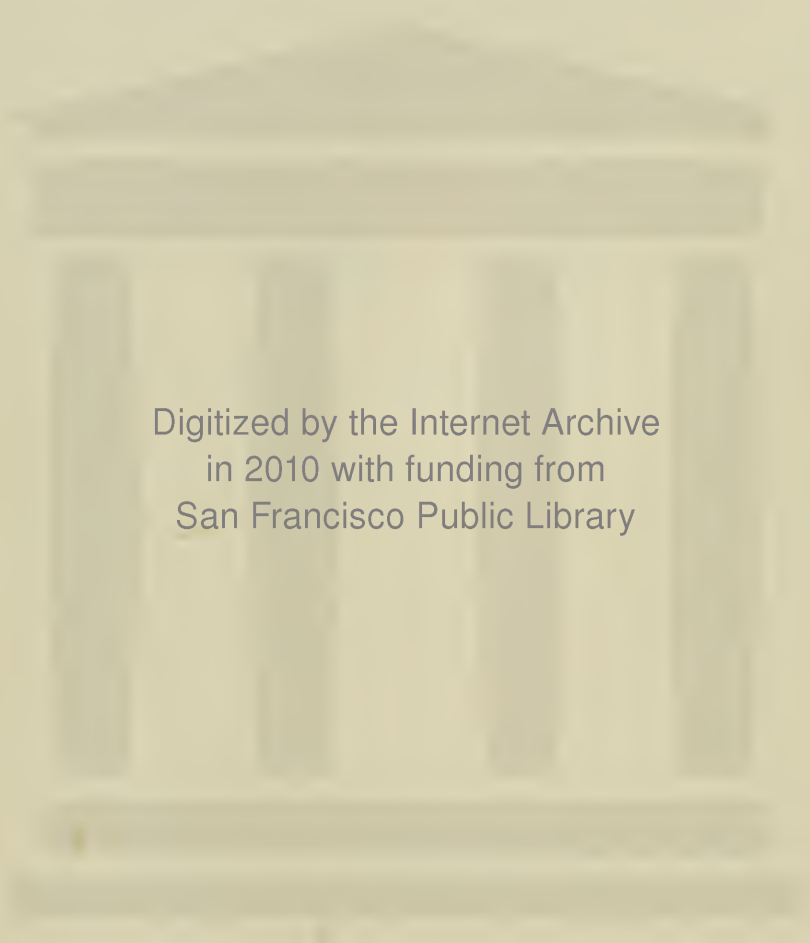
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FROM : Mr. E. A. Tamm

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Bay Region Business

PUBLISHED BY THE
SAN FRANCISCO CHAMBER OF COMMERCE

Volume 2

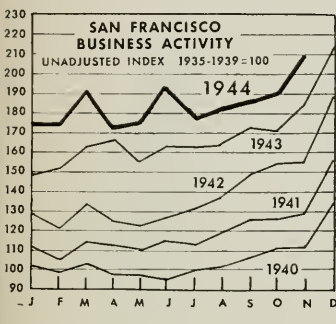
Thursday, January 4, 1945

Number 1

General Business Activity

Thumb Nail Sketch

*The Research Department
San Francisco Chamber
of Commerce*



● Substantial increases and new developments in several major fields carried 1944 Bay Area business and war activities far beyond the previous year and into new high ground, despite occasional mirages and disillusionments encountered en route.

In San Francisco general business for the eleven months' cumulative was 12.5 per cent over last year. Our November index at 209.7, a new high for that month, was 15.1 per cent above November last year.

● Major fields to show substantial improvements for the cumulative period are: retail department store sales up 13.4 per cent; electrical energy sales 15.9 per cent; freight car movements 6.1 per cent; airport plane traffic 48.1 per cent and passenger traffic 47.8 per cent; postal receipts 100.4 per cent; stock exchange transactions 13 per cent; real estate sales value 60 per cent; and the number of

residential building permits 15 per cent. Commercial failures were substantially under those of a year ago. During six of the eleven months not a single failure was reported in San Francisco.

● Cost of living November index for all items in San Francisco at 131.4 was up 3.2 per cent above the November index last year. The 11 months' average was up but 2.8 per cent, with house furnishings and clothing showing the most marked advances represented by 9.5 and 6.6 per cent respectively.

In the Bay Area cumulative war contracts and project orders since April 1940, now reported at \$4,733,833,000, are nearly a billion dollars above a year ago. Of this total, contracts for supplies amounted to \$3,357,897,000 of which \$2,681,684,000 were for ships; the facilities contracts amounted to \$511,256,000 of which \$396,108,000 were industrial and \$115,148,000 were military; and project orders accounted for \$864,698,000.

● Employment in the manufacturing industries in the San Francisco Industrial Area during the 11 months averaged 8 per cent below the same period last year, but payrolls stimulated by overtime payments were down only 3 per cent. Total wage earners in November amounted to 237,400, of which 183,500 were in the durable group and 53,900 in the non-

durable group. Average weekly earnings amounted to \$62.38 with hourly earnings at \$1.395, and hours worked per week at 44.7.

Freight car movements 11 months total in the San Francisco-Oakland switching limits were up 9.1 per cent to 760,310 cars. Bay Area bank debits total for the 11 months amounted to \$23,203,639,000 and were up 12.1 per cent.

● Bay Region retail department store sales for the 11 months were up 12 per cent with the November sales 25 per cent above last November. Sales for the cumulative period in San Francisco were up 14 per cent; Oakland 10 per cent, San Jose 11 per cent, Santa Rosa 14 per cent, Vallejo-Napa 12 per cent, Sacramento 8 per cent and Fresno 22 per cent. Sales for all Northern California were up 12 per cent compared to 10 per cent in the District.

● Wholesale sales on the Pacific Coast based on 261 reports to the Census Bureau were up 4 per cent for the 10 months' cumulative. October sales in most lines represented improvements over the previous month, with dry goods sales leading the advances with 19 per cent, while machinery sales led the reverses with a drop of 14 per cent.

Preliminary estimates in several fields for 1944 compared to prewar years reveal amazing growth in this area:

	(a) 1944	1940	Increase
SAN FRANCISCO BAY AREA			
Population, Resident	2,400,000	1,717,234 (b)	682,766
Retail Trade	\$ 1,720,000,000	\$ 876,396,000 (c)	\$ 843,604,000
Wholesale Trade	\$ 3,200,000,000	\$ 1,636,087,000	\$ 1,563,913,000
Industrial Wages (Mfg.)	\$ 728,000,000	\$ 110,964,281 (c)	\$ 617,035,719
Bank Debits	\$26,000,000,000	\$10,095,002,000 (b)	\$15,904,998,000
SAN FRANCISCO			
Population, Resident	786,590	634,536 (b)	152,054
Retail Trade	\$ 750,000,000	\$ 383,554,000 (c)	\$ 366,446,000
Wholesale Trade	\$ 2,700,000,000	\$ 1,377,614,000 (c)	\$ 1,322,386,000
Bank Debits	\$20,000,000,000	\$ 9,631,000,000 (b)	\$10,369,000,000

(a) Preliminary Estimate by Research Department; (b) = 1940; (c) = 1939.

1945 o r



HENRY F. GRADY
President
American President Lines, Ltd.



BRAYTON WILBUR
First Vice President
President Wilbur-Ellis Company



ROLAND TOGNAZZINI
Second Vice President
President Union Sugar Company



W. LANSING ROTHSCHILD
Third Vice President
President, Yellow Cab Company



LOUIS B. LUNDBORG
General Manager



J. F. BARRETT
Partner, Barrett & Hilt



RALPH R. BRUNTON
President, Radio Station, KQW



LEW COOK
Divisional Manager,
Safeway Stores



KENNETH DAWSON
Vice President,
Panama Pacific Lines



EARL LEE KELLY
Vice President, Bank of America
S. F. & S. A.



JOHN M. KENNEDY
President,
Kennedy-ten Bosch Company



HAROLD W. KILPATRICK
President, Kilpatrick's
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CLIFTON H. KROLL
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ALFRED H. MEYER
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Leo J. Meyberg Company, Inc.



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Editor, Pacific Rural Press



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E. J. McCLANAHAN
Vice President,
Standard Oil Company of Calif.



KARL F. SCHUSTER
President, Aene Breweries



B. V. STURDIVANT
Division Manager
Fox West Coast Theatres



G. L. WILLIAMS
Manager
J. C. Penney Company



CLARENCE M. YOUNG
Pan American World Airways

SURVEY OF BUSINESS CONDITIONS IN SAN FRANCISCO

BRANCH OF ACTIVITY	NOVEMBER 1944	NOVEMBER 1943	PER CENT CHANGE	11 MONTHS 1944	11 MONTHS 1943	PER CENT CHANGE
GENERAL BUSINESS ACTIVITY S. F. C. of C. Index 1935-39 Avg. = 100	209.7	182.2	15.1	184.2	163.7	12.5
CONSTRUCTION PERMITS Total..... (number)	256	187	36.9	3,717	2,731	36.1
Residential, New..... (value)	506,501	709,176	-27.7	11,016,620	11,154,301	-1.2
Single-Family Dwellings, New..... (value)	49	34	44.1	1,243	1,081	15.0
Non-Residential, New..... (value)	171,050	102,000	67.7	7,078,625	7,938,855	-10.8
Additions, Alterations & Repairs..... (number)	49	34	44.1	1,169	1,079	8.3
Installations..... (value)	171,050	102,000	67.7	3,998,800	3,270,000	22.3
Releases..... (number)	0	8	12.5	94	87	8.0
Real Estate Sales..... (value)	81,850	48,825	1,596.4	639,640	391,980	63.2
Mortgages & Deeds of Trust..... (number)	142	138	2.9	1,757	1,430	22.9
Releases..... (value)	240,661	590,691	59.3	3,176,270	2,809,077	13.1
Installations..... (number)	56	7	700.0	724	133	444.4
Releases..... (value)	12,940	2,600	386.5	142,074	14,390	887.3
REAL ESTATE Sales..... (number)	1,224	1,082	13.1	12,404	9,145	35.6
Mortgages & Deeds of Trust..... (value)	11,541,260	8,805,775	31.1	116,844,677	73,032,786	60.0
Releases..... (number)	1,044	1,072	-2.6	11,546	9,561	20.8
Releases..... (amount)	6,592,664	6,328,860	4.2	87,854,292	62,394,008	40.8
Releases..... (number)	1,214	1,194	1.7	12,957	11,620	11.5
Releases..... (amount)	9,126,131	5,882,533	55.1	92,643,471	73,540,460	26.0
RETAIL DEPARTMENT STORE SALES San Francisco..... (index)	259	201	28.9	178	157	13.4
FINANCE Bank Debits..... (\$000)	1,711,775	1,518,127	12.8	17,798,954	15,750,885	13.0
Bank Clearings..... (\$000)	1,303,068	1,165,485	11.8	13,418,465	11,998,990	11.8
Postal Receipts..... (\$)	3,022,433	1,850,091	63.4	30,375,743	15,155,344	100.4
San Francisco Stock Exchange (no. shares traded)	446,262	381,819	16.9	5,461,311	4,831,260	13.0
San Francisco Stock Exchange (market value)	9,648,204	6,169,116	56.4	91,812,394	70,511,057	30.2
COMMERCIAL FAILURES Liabilities..... (\$)	0	2	12	24	24	-50.0
Assets..... (\$)	0	222,472	293,291	173,774	454,891	-35.4
Assets..... (\$)	0	5,447	173,774	34,877	34,877	398.2
EMPLOYMENT & PAYROLLS—Bay Area (5 Co.'s) (a) Employment..... (index)	282.9	336.1	15.8	304.2	330.6	-8.0
Payrolls..... (index)	613.7	653.9	-6.1	582.3	600.2	-3.0
NON-MFG. INDUSTRIES (5 Co.'s) (a) Laundrying, Cleaning, Dyeing..... (payroll)	161.3	146.0	10.5	158.0	148.4	6.5
Wholesale Trade..... (payroll)	143.3	136.4	5.1	142.9	132.2	8.0
Retail Trade..... (payroll)	145.2	136.2	6.6	132.3	128.9	2.6
Hotels..... (payroll)	197.5	166.4	18.7	186.8	154.8	20.7
PLACEMENTS IN SAN FRANCISCO—U. S. E. S. Industrial Placements..... (number)	12,750	7,421	71.8	134,036	97,406	37.6
Commercial Placements..... (number)	11,511	6,303	82.6	121,210	83,019	46.0
Commercial Placements..... (number)	1,239	1,118	10.8	12,826	14,387	-10.9
TRANSPORTATION Freight Car Movements..... (number)	30,607	33,010	7.3	338,990	319,403	6.1
San Francisco Airport Traffic..... (no. planes)	2,008	1,251	60.5	18,179	13,168	48.1
Express Shipments—Rail..... (no. passengers)	26,196	14,141	85.2	233,314	157,883	47.8
Express Shipments—Air..... (number)	355,620	288,658	23.2	3,346,284	2,865,702	16.8
Air Mail Loaded..... (number)	9,861	7,254	35.9	91,561	77,367	18.3
Air Mail Loaded..... (pounds)	1,044,692	473,675	120.6	8,812,299	3,966,506	122.2
UTILITIES & NEW DEVELOPMENTS Electric Energy Sales Index..... (k.w.hrs.)	185	156	18.6	168	145	15.9
Industrial & Commercial Gas Sales..... (cu.ft.)	1,094,691,900	947,505,800	15.5	10,518,350,900	10,216,182,900	3.0
Water Consumers..... (net gain)	106	140	24.3	1,969	1,549	27.1
Tourist & Settler Inquiries..... (number)	85	68	25.0	688	1,156	-40.5
DAIRY RECEIPTS, FRUITS & VEGETABLES Butter..... (pounds)	4,261,962	2,537,510	68.0	45,951,095	46,812,861	-1.8
Cheese..... (pounds)	1,328,427	1,359,813	-2.3	14,579,459	20,896,458	-30.2
Eggs..... (cases)	102,746	108,425	-5.2	1,629,073	1,186,333	37.3
Poultry, Dressed..... (pounds)	4,868,945	4,257,502	14.4	31,371,781	17,328,364	81.0
Fruit & Vegetables..... (carlots)	1,835	1,929	-4.9	22,268	21,588	3.1
LIVESTOCK SLAUGHTER (b) Cattle..... (total number)	195,243	194,734	0.3	2,310,538	2,090,623	10.5
Calves..... (number)	41,940	32,059	30.8	397,180	288,341	37.7
Sheep & Lambs..... (number)	14,979	101,779	101.7	60,382	151,444	-59.8
Hogs..... (number)	95,990	98,144	2.2	1,099,840	1,200,701	-8.4
All Items..... (number)	42,334	57,104	-25.9	661,728	541,202	22.3
S. F. LIVING COSTS 1935-39 Avg. = 100 Food..... (index)	146.3	143.7	1.8	143.0	142.8	0.1
Clothing..... (index)	140.1	131.6	6.5	136.6	128.2	6.6
Rent..... (index)	106.0 (P)	106.0	0.0	106.2 (P)	106.0	0.1
Fuel and Light..... (index)	92.6	92.1	0.5	92.5	92.1	0.4
House Furnishing Goods..... (index)	138.7	118.9	16.7	130.3	119.0	9.5
Miscellaneous..... (index)	130.5	124.6	4.7	128.5	122.9	6.0
All Items..... (index)	131.4	127.3	3.2	130.0	126.5	2.8

(a) These data are based on reports submitted to the Division of Labor Statistics and Law Enforcement, State of California.

(b) Federal Inspection—San Francisco District.

Acknowledgment is hereby made to Thomas Magee & Sons, Dun & Bradstreet, Inc., local utilities, private organizations, Federal Reserve Bank of San Francisco, California State Departments of Industrial Relations, Agriculture, and Employment, and the United States Departments of Labor, Agriculture, and Commerce, and the United States Bureau of the Census, for the basic data each contributed toward this survey compiled by the Research Department, San Francisco Chamber of Commerce.

(P) Preliminary.

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Bay Region Business

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Volume 2

Thursday, January 11, 1945

Number 2

WASHINGTON NOTES

● **Labor Recruitment**—The War Manpower Commission, on recommendation of the National Manpower Priorities Committee, has authorized inter-regional recruitment of approximately 55,000 workers for "must" war industries for January and February.

Among the war plants and war-related services for which interregional recruitment has been approved are the merchant marine, naval ship repair yards, West Coast shipbuilding, war construction projects, ammunition and ordnance plants, Utah and Wyoming coal mines, foundries, steel plants, aircraft plants producing B-29's and new fighter planes, chemical and rubber plants, certain railroads and secret military projects.

● **Machine tool purchase orders** of the Army, Navy, Maritime Commission or their prime and sub-contractors must hereafter be accompanied by photostatic copies of WPB-542 certificates to permit identification with urgent programs, the Tools Division of the War Production Board has reported, in amending General Preference Order E-1-b.

Farmers who need lumber for emergency maintenance and repair of farm dwellings may now apply to the War Food Administration for preference ratings instead of to War Production Board local field offices.

● **Foreign Service**—The State Department has announced the following Foreign Service changes:

James K. Penfield of San Francisco, California, American Consul at Chungking, China, has been assigned for duty in the Department of State; Arthur W. Parsons of Berkeley, California, Special Assistant, American Embassy, near the Government of Greece established in Cairo, Egypt, has been designated Special Assistant at Athens, Greece; and Norman C. Stines of Los Gatos, California, Economic Analyst at La Paz, Bolivia, has been designated American Attache at Guatemala, Guatemala.

From the Chamber's Washington Office.

S. F. Chamber Adds Industrial Engineer to Department Staff

Reflecting its policy of constantly increasing its industrial development activities, the San Francisco Chamber of Commerce has added Lewis M. Holland as industrial engineer on the staff of its Industrial Department, according to Louis B. Lundborg, General Manager.

Holland brings a broad background of sales and industrial engineering experience to the work which he is undertaking in the Industrial Department, Lundborg said. He will work under the direction of G. L. Fox, department manager, on a diversified program concerned with the industrial development of the entire Bay Area.

● **Experience**—Most recently Holland was director of industrial engineering with Higgins Aircraft Inc. at New Orleans. He has previously been identified with the Consolidated-Vultee Aircraft Corporation and other concerns in industrial engineering, mining and sales activities.

Gerald H. Hagar, New Oakland C of C Head

Stepping into the presidency of the Oakland Chamber of Commerce for 1945 is Gerald H. Hagar, attorney-at-law and senior member of the legal firm of Hagar, Crosby and Crosby.

● **Serving with President Hagar** during 1945 will be Vice Presidents Louis J. Breuner, president, John Breuner Company; Orton Lucas, general manager, Hale Bros., Oakland; and Edgar B. Jessup, president, Marchant Calculating Machine Company.

General Manager Harold D. Weber of the Oakland Chamber of Commerce was re-elected secretary and Mary Clifford, assistant secretary.

C of C Urges Lanham Act Change to Expedite War Housing Removal

Amendment of the Lanham Act to expedite removal of war housing after the end of hostilities is sought in a resolution adopted by the Board of Directors of the San Francisco Chamber of Commerce on recommendation of its Industrial Committee.

● **According to the resolution**, the future status of emergency war housing will directly affect future employment opportunities in private housing construction, the manufacture of private housing materials, equipment, fixtures and furniture and the construction and operation of new factories on land now occupied by emergency war housing.

Therefore, changes in Section 4 and Section 313 of the Lanham Act are proposed. One amendment would provide for war housing removal not later than two years after recognized cessation of organized hostilities, rather than the formal end of the emergency, and the other amendment would clarify technical questions as to recoveries to be obtained by the government from war housing.

The San Francisco Chamber will cooperate with other organizations through its Washington Office to accomplish the desired amendments.

1945 Income Estimate Due

Members are reminded that January 15, 1945 is the final date for filing Declarations of Estimated Income Tax for the year 1944. Up to that date the Bureau of Internal Revenue will receive *original* returns from farmers and any needed *amended* returns from other taxpayers.

Congress changed the final filing date from December 15, 1944, to January 15, 1945.

Richmond's Growth Since 1940 Told at Superior Court Session

Redwood City Chamber Officers Announced, C of C Progress Cited

Trevor B. Lauman, building contractor, has been elected president of the Redwood City Chamber of Commerce, succeeding Ferris W. Miles.

Ray Spangler, editor, Redwood City Tribune, was elected vice-president, and Carl Mabie, Bank of America, was elected treasurer.

● **New board members** are John Ryan and Francis Britschi, elected for a two year term.

● **Other directors** are Edmund Scott, S. D. Herkner, Bert Conroy, and Ralph Hallett. Retiring president Miles automatically serves an additional year.

● **E. W. (Ned) Butler** was re-appointed manager. Butler was formerly Trustees' Representative, San Francisco Bureau of Governmental Research.

Commenting on the Chamber's recent accomplishment, retiring president Miles reported that over a period of 18 months, the Chamber had nearly doubled its membership and budget.

Corrections Are Announced for Withholding Tax Tables

The Bureau of Internal Revenue has published the following corrections to the previously released Withholding Tax Tables:

"In the table for biweekly payroll period opposite the \$118-\$120 wage group, the figure for 3 withholding exemptions should be '12.50'.

"In the semimonthly payroll period table, the figure for 2 withholding exemptions opposite the \$74-\$76 wage group should be '6.60'; the figure for 1 withholding exemption opposite the \$88-\$90 wage group should be '13.60', and opposite the \$100-\$102 wage group the figure for 4 withholding exemptions should be '3.60'. At the end of this table the line of text opposite '\$500 and over' should read '22.5 percent of the excess over \$500 plus'.

"In the daily or miscellaneous payroll period table the figure for 10 or more withholding exemptions for the '\$30.00 and over' wage group should be '3.60'."

As one of the San Francisco Bay Area's most robust industrial communities, Richmond since 1940 has jumped from the twenty-sixth to the eighth largest city in California, according to G. L. Fox, Manager of the San Francisco Chamber's Industrial Department.

"Richmond's Industrial Prospects" was the subject of an address delivered by Fox at a luncheon sponsored by the Richmond Chamber and City Council on January 5 at the Mira Vista Country Club to celebrate the opening of sessions by the Contra Costa County Superior Court in Richmond.

Thomas M. Carlson, city attorney of Richmond, served as master of ceremonies after being presented by Edgar W. Dale, president of the Richmond Chamber. Others who spoke included Judge A. F. Bray and Judge Harold Jacoby of the Superior Court, W. J. Buchanan, chairman of the Board of Supervisors, and John F. Galvin, publisher of the Richmond Independent.

National Magazine Publicizes Chinatown

Recognition of San Francisco's Chinatown and the role of San Francisco Chinese in war activities was given in an article in the December 26 issue of *Look* magazine.

Six pages of illustrations and description were devoted to San Francisco Chinatown and the story of the way in which its residents are "solidly united in the war effort" was highlighted.

Alameda C of C Elects Carrington President

A. C. Carrington, executive of the Saylor Candy Company, has been elected president of the Alameda Chamber of Commerce for the coming year, according to John G. Rooks, general manager of the chamber.

● **Other new officers** include Jack McLaverty Jr., John Rooks and Ed Agnew, vice presidents, and Ed Gadsden, treasurer.

● **Retiring president** of the Alameda civic organization is Sumner M. Graham.

Carrington, who has served as a director of the chamber for a number of years, has been active in numerous Alameda civic affairs and is a former councilman in the island city.

Local Firm Builds S. F. Aircraft Tire Retreading Factory

Thompson Aircraft Tire Corporation in San Francisco is building the first aircraft tire retreading factory in the United States, according to a letter received by Kenneth R. MacDonald, manager, Aviation Department, San Francisco Chamber of Commerce, from Walter Schlichtmann, president of the corporation.

● **According to Schlichtmann**, this is the "first practical attempt at renewing treads on valuable tire casings removed from landing wheels of large airplanes.

"Such tires rapidly become smooth but are in otherwise perfect condition, and up to recently have been discarded except for a few remolded," Schlichtmann explained.

● **Postwar**—Schlichtmann also said that after the war, and possibly sooner, the plant will be used to render the same service to commercial airlines . . . , as well as private airplanes.

Steel Fabricating Plant to Be Constructed in Oakland

The J. Philip Murphy Corporation, steel erection organization, has purchased 15 acres of industrial property in Oakland, according to an announcement by Harold D. Weber, general manager, Oakland Chamber of Commerce.

The Corporation will construct one of the largest steel fabricating plants on the Pacific Coast, Weber said.

● **Negotiations** for the expanded program were handled by J. Philip Murphy, president of the corporation, and Elmer H. Hammond, manager, Industrial Department, Oakland Chamber.

Mare Island Surplus Sale

Until 10:00 a.m. Wednesday, January 17, the Supply Department, Mare Island Navy Yard, will receive bids on lots of surplus lavatories, cylindrical springs, fan belts, belt lacings, clock springs, automotive parts, typewriter key cushions, stateroom accessories, laboratory material, etc.

Further information is obtainable at the Survey and Sales Division, Building 215, Telephone Extension 7104.

State and Congressional Officers for 1945

and

Members of the Fifty-sixth Session of the California Legislature

Following is a roster of California State officials; California members of the Senate and House of Representatives, Congress of the United States; and State Senators and Assemblymen representing the 12 San Francisco Bay Area Counties as presented by the San Francisco Chamber of Commerce.

Twelve Bay Area counties included are Alameda, Contra Costa, Marin, Napa, Sacramento, San Francisco, San Joaquin, San Mateo, Santa Clara, Solano, Sonoma, and Yolo.

California State Officials

State Officers

<i>Governor</i>	Earl Warren (R)...	State Capitol, Sacramento
<i>Lieutenant Governor</i>	Frederick F. Houser (R)...	State Building, Los Angeles
<i>Secretary of State</i>	Frank M. Jordan (R)...	State Capitol, Sacramento
<i>Controller</i>	Harry B. Riley (R)...	State Capitol, Sacramento
<i>Treasurer</i>	Charles G. Johnson (R)...	State Capitol, Sacramento
<i>Attorney General</i>	Robert W. Kenny (D)...	State Building, San Francisco
<i>Superintendent of Public Instruction</i>	Walter F. Dexter (NP)	Library and Courts Building, Sacramento

Members, State Board of Equalization

<i>1st District</i>	George R. Reilly (D)...	State Building, San Francisco
<i>2nd District</i>	James H. Quinn (R)...	232 Fourteenth Street, Oakland
<i>3rd District</i>	Richard E. Collins (R)...	Redding
<i>4th District</i>	William G. Bonelli (R)...	State Building, Los Angeles

California Members of Senate and House of Representatives in the Congress of the United States

United States Senators (Congress of the United States, Washington, D. C.)

Hiram W. Johnson (R)...	Mills Tower, San Francisco
Sheridan Downey (D)...	642 Anita Street, Laguna Beach

Representatives in Congress (Congress of the United States, Washington, D. C.)

DISTRICT	REPRESENTATIVE	ADDRESS
<i>First</i>	Clarence F. Lea (D)...	719 North Street, Santa Rosa
<i>Second</i>	Clair Engle (D)...	Red Bluff
<i>Third</i>	J. Leroy Johnson (R)...	1621 Argonne Drive, Stockton
<i>Fourth</i>	Franck R. Havenner (D)...	1056 Chestnut St., San Francisco
<i>Fifth</i>	Richard J. Welch (R)...	978 Guerrero Street, San Francisco
<i>Sixth</i>	George P. Miller (D)...	1424 Benton, Alameda
<i>Seventh</i>	John H. Tolan (D)...	5638 Oak Grove Ave., Oakland
<i>Eighth</i>	John Z. Anderson (R)...	San Juan Bautista
<i>Ninth</i>	B. W. Gearhart (R)...	857 M Street, Fresno
<i>Tenth</i>	Alfred J. Elliott (D)...	Tulare
<i>Eleventh</i>	George E. Outland (D)...	539 Micheltorena, Santa Barbara
<i>Twelfth</i>	H. Jerry Voorhis (D)...	End of Valley Center, San Dimas
<i>Thirteenth</i>	Ned R. Healy (D)...	2328 Vestal Ave., Los Angeles
<i>Fourteenth</i>	Helen Gahagan Douglas (D)...	727 W. 7th Street, Los Angeles
<i>Fifteenth</i>	Gordon L. McDonough (R)...	1522 N. Mariposa, Los Angeles
<i>Sixteenth</i>	Ellis E. Patterson (D)...	325 W. 8th Street, Los Angeles
<i>Seventeenth</i>	Cecil R. King (D)...	1152 W. 88th Street, Los Angeles

(Continued on Page B)

CALIFORNIA REPRESENTATIVES IN CONGRESS—Continued

DISTRICT	REPRESENTATIVE	ADDRESS
<i>Eighteenth</i>	Clyde G. Doyle (D)	Long Beach
<i>Nineteenth</i>	Chet Holifield (D)	Montebello
<i>Twentieth</i>	Carl Hinshaw (R)	3053 Lombardy Road, Pasadena
<i>Twenty-first</i>	Harry R. Sheppard (D)	Yucaipa Blvd., Yucaipa
<i>Twenty-second</i>	John Phillips (R)	Banning
<i>Twenty-third</i>	Ed V. Izac (D)	5380 El Cajon Blvd., San Diego

Members of the California Legislature From the 12 San Francisco Bay Area Counties

● State Senators (Senators from even-numbered districts were elected in 1942)

DISTRICT	COUNTIES	SENATOR	ADDRESS
<i>Eleventh</i>	Yolo, Napa	Frank L. Gordon (R)	Suisun P.O.
<i>Twelfth</i>	Sonoma	Herbert W. Slater (D)	Box 96, Santa Rosa
<i>Thirteenth</i>	Marin	Thomas F. Keating (D)	Freitas Building, San Rafael
<i>Fourteenth</i>	San Francisco	John F. Shelley (D)	616 State Building, San Francisco
<i>Fifteenth</i>	Solano	Thomas McCormack (R)	Rio Vista
<i>Sixteenth</i>	Alameda	Arthur H. Breed, Jr. (R)	315 Fifteenth Street, Oakland
<i>Seventeenth</i>	Contra Costa	T. H. DeLap (R)	American Trust Building, Richmond
<i>Eighteenth</i>	Santa Clara	Byrl R. Salsman (R)	2030 Webster Street, Palo Alto
<i>Nineteenth</i>	Sacramento	Earl D. Desmond (D)	Capital National Bank Building, Sacramento
<i>Twentieth</i>	San Joaquin	Bradford S. Crittenden (R)	First National Bank Building, Stockton
<i>Twenty-first</i>	San Mateo	Harry L. Parkman (R)	8 Corte Dorado, Millbrae

● State Assemblymen

<i>Third</i>	Yolo (also Tehama, Glen, Colusa)	Lloyd W. Lowrey (D)	Rumsey
<i>Fifth</i>	Napa, Solano (also Lake)	Ernest C. Crowley (D)	1018 Texas Street, Fairfield
<i>Seventh</i>	Sonoma, Marin	Richard H. McCollister (R)	321 Sycamore Avenue, Mill Valley
<i>Eighth</i>	Sacramento	Chester F. Gannon (R)	3543 H Street, Sacramento
<i>Ninth</i>	Sacramento	Dwight H. Stephenson (R)	Route 1, Box 1127, Elk Grove
<i>Tenth</i>	Contra Costa	Harold F. Sawallisch (D)	3727 Barrett Avenue, Richmond
<i>Eleventh</i>	San Joaquin	Charles M. Weber (R)	300 First National Building, Stockton
<i>Twelfth</i>	San Joaquin	James E. Thorp (R)	Lockeford
<i>Thirteenth</i>	Alameda	Francis Dunn, Jr. (D)	1634 Sixty-ninth Avenue, Oakland 3
<i>Fourteenth</i>	Alameda	Randal F. Dickey (R)	3221 Thompson Avenue, Alameda
<i>Fifteenth</i>	Alameda	Bernard A. Sheridan (R)	3135 Sheffield Avenue, Oakland
<i>Sixteenth</i>	Alameda	Marvin Sherwin (R)	111 Pacific Avenue, Piedmont
<i>Seventeenth</i>	Alameda	Edward J. Carey (R)	4506-A San Pablo Avenue, Emeryville
<i>Eighteenth</i>	Alameda	Gardiner Johnson (R)	765 San Luis Road, Berkeley
<i>Nineteenth</i>	San Francisco	Bernard R. Brady (D)	886 Thirty-ninth Avenue, San Francisco
<i>Twentieth</i>	San Francisco	Thomas A. Maloney (R)	350 Missouri Street, San Francisco
<i>Twenty-first</i>	San Francisco	Albert C. Wollenberg (R)	2748 Steiner Street, San Francisco
<i>Twenty-second</i>	San Francisco	George D. Collins, Jr. (D)	1456 Union Street, San Francisco
<i>Twenty-third</i>	San Francisco	William Clifton Berry (D)	3747 Twentieth Street, San Francisco
<i>Twenty-fourth</i>	San Francisco	Edward F. O'Day (D)	243 Jersey Street, San Francisco
<i>Twenty-fifth</i>	San Francisco	Gerald P. Haggerty (D)	155 St. Elmo Way, San Francisco
<i>Twenty-sixth</i>	San Francisco	Edward M. Gaffney (D)	295 Sanchez Street, San Francisco
<i>Twenty-seventh</i>	San Mateo	Harrison W. Call (R)	Eaton Avenue, Redwood City
<i>Twenty-eighth</i>	Santa Clara	Raup Miller (R)	339 Manzanita Avenue, Palo Alto
<i>Twenty-ninth</i>	Santa Clara	John F. Thompson (R)	Route 3, Box 408, San Jose

(This Page May Be Detached and Kept For Reference)

Complete list of Senators and Assemblymen may be obtained upon request to the San Francisco Chamber of Commerce, 333 Pine Street.

"A Publisher Looks at Tomorrow"

PALMER HOYT

Publisher "The Oregonian"
PORTLAND, OREGON

Will Be Honored Guest and Speaker

Thursday, January 25, 1945

At Luncheon in the Commercial Club

**Tables are not reserved, but tickets must be purchased in advance. Members will be taken care of to the limit of capacity, but it will be to your advantage to make reservations early before ticket sales are opened to the general public.*

Sponsors:

San Francisco Chamber of Commerce
San Francisco Commercial Club

SAN FRANCISCO CHAMBER OF COMMERCE
33 Pine Street, San Francisco 4, California

Please reserve.....place(s) for me at \$1.50 each at luncheon honoring PALMER HOYT on Thursday, January 25, in the San Francisco Commercial Club, at 12 noon. (Kindly enclose self-addressed envelope for forwarding tickets.)

Name.....

Firm.....

Address.....

Check
enclosed

*At Luncheon in

The San Francisco Commercial Club

Thursday noon

January 25, 1945

Price \$1.50 per plate
{ \$1.46 plus 4c tax }

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511 and refer to the Trade Tip's number.

3713 TRADE WITH PERU—Compania Comercial Pan-Americana, S. A., Avenida del Bosque 285, San Isidro, Lima, Peru, is interested in importing to Peru: men's toiletries, haberdashery, etc., children's clothing, sunglasses and miscellaneous plastic items; is interested in selling in the U. S. A.: filets of bonito, shark livers, chamchamayo, coffee, silver, reptile skins, fur rugs. Persons interested may communicate with the U. S. A. representative of the company Mr. Standford G. V. Burdick, 2802 Hillside Drive, Burlingame, California; phone, Burlingame 34091.

3714 REPRESENTATION IN HAITI—Noel Rouzier, Rue Du Centre 108, Port-Au-Prince, Haiti, is interested in representing American exporters on a commission basis.

3715 PRINTING MACHINE—The Pacific Islands Trading Co., 2016 Parker Street, Berkeley, California, wants to put in touch with interested parties in sale or export to the Pacific Islands of a printing machine 8 x 12 or larger, new or used, together with types and accessories.

3716 SWISS TRADE—A Swiss manufacturer of vitaminized and health foods wants to contact importers of these products. Another firm, manufacturers of ovaline, nestovit, supravita, and Beebe Clay products, is seeking import contacts in California. Information on this concern is available at the Consulate of Switzerland, 100 Bush Street.

3717 MEXICAN SHIRTS—Establecimientos Moulou e Ibarra, S. A., apartado 8902, Mexico D. F., Mexico, are anxious to sell shirts.

3718 CEREALS TO CUBA—Juan Gonzalez, Sitios 355, La Habana, Cuba, desires to import cereals, onions, canned foods and export rum, cognac and Rioja wine.

3719 EQUIPMENT TO FURNISH A HOTEL—Carlos Thomas, Jr., P. O. Box 435, San Ysidro, California, wants to contact manufacturers or wholesalers of all necessary equipment to furnish a small hotel comprising 100 rooms.

3720 REPRESENTATION—Mendizabal Hermanos, Cangallo 439, Buenos Aires, Argentina, wish the representation of exporter of tools, foodstuffs and industrial and mechanic equipment.

3721 MANUFACTURERS' REPRESENTATIVE—W. H. Brown, apartado 2676, Lima, Peru, offers his services as manufacturer's representative on a commission basis handling automotive, electrical tools, machinery, hardware, etc.

3722 HANDCARVED MAHOAGNY GOODS—Ming Grill, P. O. Box 171, Port-Au-Prince, Haiti, wishes export Haitian handcarved mahogany products such as trays, bowls, etc.

3723 BUSINESS WITH ARGENTINA—Sabrafen, Cautivel y Co., Salta 472, Buenos Aires, Argentina, seeks connections with San Francisco importers and exporters.

3724 REPRESENTATIVE IN ECUADOR—Pedro E. Martinez M., apartado 260, Guayaquil, Ecuador, desires to represent San Francisco manufacturers and exporters. Bank references supplied.

3725 ARGENTINE PRODUCTS—A. Garcia Laplaza, San Jose 1085, Buenos Aires, Argentina, wants to export vegetable seeds, cereals, dried fruits, animal products, etc.

3726 TRADE WITH FRANCE—Georges Moreau and Cie., 107 Rue Reaumur, Paris, France, wish to represent manufacturers of condensed and sweet condensed milk, dried and fresh fruits.

3727 EXPORTATION TO MEXICO—Santiago F. Greco, Antillas 413, Colonia Portales, Mexico D. F., Mexico, is interested in contacting firms handling dried fruits, juices, canned vegetables, etc.

3728 CUBAN CIGARS—Enrique Fromer, San Juan de Dios 216, Bajos, La Habana, Cuba, desires to export Cuban cigars. Price list of various types is available at the World Trade Department.

3729 BUSINESS WITH EGYPT—N. E. Moreno, 32 Rue Maleka Farida, Cairo, Egypt, seeks contact with exporters and manufacturers of cosmetics, toilet requisites, novelties, pharmaceutical products, sport goods, etc.

3730 DRIED FRUITS—Ekrem Ongan, Kucuk Kardicali Han 40, Izmir, Turkey, is anxious to export dried fruits.

3731 TRADE WITH CHILE—Claudio Vicuna Ossa y Carlos Goycoolea de la Cerda, Agustinas 925, Santiago, Chile, wants connections with manufacturers and exporters.

Central and Northern California C of C Executives Plan for 1945

Accordions Wanted from Public by U.S. Navy

"Have you an accordion you would like to turn into cash?"

● **The Smaller War Plants Corporation** is cooperating with the Navy in a project to obtain and rehabilitate used accordions for naval personnel at out-of-the-way shore stations and on small patrol ships, and has secured Colombo & Sons, San Francisco to rebuild accordions for use.

Everyone who has an accordion not needed for professional use is urged to help Naval personnel by taking or sending it to Colombo & Sons, 126 Columbus Ave., San Francisco, or the Smaller War Plants Corporation, 1355 Market Street, San Francisco.

C of C Representatives at Supervisors' Meeting

Attending the Board of Supervisors meeting, Monday, January 8, was:

Herbert V. Alward, member San Francisco Chamber Board.

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The San Francisco Chamber of Commerce

333 Pine St., San Francisco 4
EXbrook 4511

Central and Northern California Chamber of Commerce Executives at the initial 1945 meeting adopted a six point program including manpower, present and postwar housing, reconversion, and industrial development for study and coordinated action during the coming year, Jack Behrens, president of the organization and general manager of the Napa Chamber of Commerce, announced today.

Two working committees were appointed by Behrens—the Membership Classification Committee and Program Committee.

● **Appointed to the Membership Classification Committee** were Leslie J. Freeman, San Leandro Chamber of Commerce, Chairman; Walter H. Fink, Redding Chamber; and Russell E. Pettit, San Jose Chamber.

● **Appointed to the Program Committee** were Fred C. Tatton, California State Chamber, chairman; J. Delbert Sarber, Berkeley Chamber; and Lindsay Van Tongeren, Martinez Chamber.

The six point program, suggested by Program Committee Chairman Tatton in the interest of developing further and perfecting standards and technique in operating procedures in member Chamber of Commerce organizations, is as follows:

1. Manpower Utilization.
2. Housing—Both present problems and those which will face many California communities when war housing facilities are no longer needed.
3. Problems attending reconversion period.
4. Industrial Development.
5. Translation of government regulations as an aid to business.
6. Central Valley Project.

In presenting these suggestions, Program Chairman Tatton stressed the point that the program will be sufficiently elastic to enable the organization to cope with problems brought about by changes on both the war and domestic fronts.



Bay Region Business

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Volume 2

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Number 3

WASHINGTON NOTES

• **Exporters** have been advised by the Foreign Economic Administration that, effective immediately, information concerning applications for SP (Special) Licenses, projects and programs, covering all phases of agriculture, food production, food processing, and fishing activities, may be obtained from the Agricultural Supplies and Equipment Allocations Division, Office of Food Programs, Foreign Economic Administration, Washington 25, D. C.

• **Lumber and Pulpwood**—The critical shortage in the supply of lumber and pulpwood is threatening the production of essential war materials in this country for at least the first six months of 1945, the War Production Board has reported. Severe decreases in the output of lumber and pulpwood, due to the lack of manpower, and an increasing need for these products to meet essential military demands are the principal factors affecting the supply of these materials.

• **Donald L. Woolf of Berkeley**, California, Junior Economic Analyst at Dakar, French West Africa, has been designated American Vice Consul at the same place.

• **Employment**—During the first 11 months of 1944, the United States Employment Service of the War Manpower Commission made 10,562,555 non-agricultural job placements, an increase of 1,900,000 or 22 per cent over the same period for 1943, WMC reports.

From the Chamber's Washington Office

Palmer Hoyt, Publisher "The Oregonian," to Speak Jan. 25

Office of Coordinator Inter-American Affairs Seeks Western Exports

The Office of the Coordinator of Inter-American Affairs has recently set up its own purchasing division and is interested in buying from West Coast exporters and shipping a wide range of items to South American countries, according to information received from Frank E. Marsh, manager, Chamber's Washington Office.

• **In a communication** to Kenneth H. Campbell, manager, Chamber's World Trade Department, Marsh explained that the office has three to five year programs.

Drugs, food, building equipment and materials, and almost every item with the exception of clothing are needed for these programs.

• **The purchasing division**, according to Marsh, is interested mainly in speed in receiving bids and making deliveries and, because in many instances items can be purchased and delivered more cheaply from the West Coast, they are anxious to deal with exporters here.

Chamber members who are definitely interested may write to Marsh, 710 14th Street NW, Washington 5, D. C., and are asked to send a carbon copy of their communications to World Trade Department, San Francisco Chamber, for the department records.

New Western Trade Magazine Is Published In San Francisco

A new magazine, *Western Radio and Appliances*, is now being published in San Francisco under the direction of Phil Battelle, publisher.

The magazine, directed toward dealers in home and radio appliances throughout the 11 western states, maintains editorial offices also in Los Angeles, Portland, Salt Lake City and Seattle.

• **Offices** are in the Western Merchandise Mart, 1355 Market Street.

Palmer Hoyt, publisher, *The Oregonian*, Portland, Ore., will be guest speaker at a luncheon, January 25, in the Commercial Club, sponsored by the San Francisco Chamber of Commerce and Commercial Club.

"A Publisher Looks at Tomorrow" will be the topic of his address.

"Hoyt's career is inextricably tied to the growth of that well-known western newspaper, *The Oregonian*," commented Henry F. Grady, president, San Francisco Chamber of Commerce, "and he knows western problems and potentialities."

• **In 1923**, Hoyt took a job on the copy desk of the Portland *Oregonian* after experience in newspaper work at Pendleton, Oregon.

Ten years later he became the paper's managing editor, and has been its publisher since 1938.

• **Hoyt is chairman** of the board of Sigma Delta Chi, professional journalistic fraternity, and a member of the Associated Press board.

He is also president of the Oregon Newspaper Publishers Association.

• **OWI**—After writing an article, "The Use and Abuse of Restraints," which appeared in "Journalism in Wartime—a Symposium of the School of Journalism, University of Missouri," Hoyt was for six months Domestic Director of the Office of War Information, a time limit set by previous agreement.

S. J. Business Sought

Part or full ownership of a good manufacturing or other essential business, requiring \$3,000 to \$25,000, preferably with San Jose headquarters, is sought by a Bay Area business man. Owners of businesses who desire to sell or to expand are requested to communicate with the S. F. Chamber's Industrial Department, EXbrook 4511.

Oakland Finishes "Work Pile" Survey; Totals Announced

Final "Work Pile" figures for the city of Oakland show a total of \$231,635,400 for new construction and business expansion after the war.

This total includes outlays planned by City of Oakland and Alameda County for public improvement projects, as well as private business.

● **Employment**—Submitted by R. H. Biggs, chairman, City of Oakland "Work Pile" Committee to P. D. Richardson, general chairman, Oakland Postwar Planning Committee, the "Work Pile" report predicts full-time employment for 46,327 craftsmen and essential wage earners.

A total of \$156,635,327 is listed as the amount private business will expend, and \$75,000,000 is earmarked for public improvement projects, exclusive of Federal and State appropriations.

S. F. C of C Joins With Army YMCA On Servicemen Program

"Manufacturing Opportunities" was the subject of a program conducted at the Army YMCA, San Francisco Presidio, last week by G. L. Fox, Manager of the S. F. Chamber's Industrial Department.

This was the first of a series of seven discussions arranged by the "Y" for service men, Letterman Hospital patients and veterans through the cooperation of H. B. Mills, Manager of the Chamber's Public Relations Department.

All of the programs are designed to assist service men in studying future personal placement problems.

Chemical Process License is Sought by Research Group

A research organization seeks a San Francisco licensee to manufacture photographic developing and fixing solutions and to sell diversified chemical products. Under the proposed license, a new business may be created with about \$15,000 capital or an existing company could be expanded.

Further information may be obtained from the San Francisco Chamber's Industrial Department—EXbrook 4511.

C of C Aid Pledged to Agriculture by Grady at Farm Meeting Here

Henry F. Grady, president, San Francisco Chamber of Commerce, at the first 1945 meeting of the Agricultural Committee, told representatives of the industry of the Chamber's intention to perfect further already established working machinery for San Francisco's assistance to California farmers, it was announced today.

"The interests of this city and the agricultural industry in Central and Northern California have never been in conflict," Grady declared.

● **Greater Assistance**—Explaining that the San Francisco Bay Area is integrated into an economic entity which does not recognize political boundaries, Grady added that the Chamber will maintain the high level of interest in the welfare and development of the industry established during the last year, and will endeavor to improve its facilities for assisting the California farmer in all of his needs.

Bay Area Public Relations Group Announces Formation

Mobilization of all public relations resources in the San Francisco Bay Area through an association of private industries, civic organizations, and chambers of commerce in the twelve Bay Area counties is now complete.

The association is known as the San Francisco Bay Area Public Relations Conference, with John M. La Dieu, public relations director of General Engineering and Drydock Co., Alameda, as chairman and Will Williams, Jr., publicity department manager for the San Francisco Chamber of Commerce, as secretary.

● **Headquarters** are located at 333 Pine Street, San Francisco, Phone EXbrook 4511.

"Quietly and effectively plans for this organization and essential groundwork have been laid for the past several months," according to a statement from the SFBA-PRC Executive Committee. Public announcement of the Conference has been deferred until the present time when it is possible to report actual results."

Triple Award Goes to Firm In Alameda for Achievement In War

A San Francisco Bay Area firm was rewarded for outstanding war achievement at a ceremony last Thursday noon when Encinal Terminals, Alameda, received high Civilian Defense and Coast Guard awards, according to information received by the San Francisco Chamber of Commerce.

For success in safeguarding production, employees and property, and for contributions to the Coast Guard port security program, Encinal Terminals received the National Security Award of the U. S. Office of Civilian Defense, the achievement banner of the Alameda Civilian Defense Department, and the Coast Guard Security Shield of Honor.

● **Presentation** of the triple award at the noon ceremony was made before executives and workers of the terminals and civilian and military authorities.

Encinal Terminals, which handles outbound war cargoes, is the eighth organization in the entire state of California to receive the National Security Award of the OCD and the third war installation in the Twelfth Naval District to win the Coast Guard's Honor Shield.

Stanford University Starts War Training Course Here

A series of tuition-free war training courses covering engineering, chemical, and management subjects were started this week in San Francisco and on the Stanford University campus.

For further information write Geo. E. Solnar, Director ESMWT, Room 265A, Engineering Building, Stanford University; or telephone either EXbrook 5286, San Francisco, or Palo Alto 9411.

Air Service to Detroit

San Francisco will have direct ocean carrier air service to Detroit via United Air Lines as soon as the Civil Aeronautics Board finds such service consistent with the war program, according to an announcement by Harvey Hancock, assistant to president.

Factory Importance to Retailers Discussed at RMA Meet Here

How manufacturing, extractive and other conversion industries provided the keystones on which American business is built was discussed by G. L. Fox, Manager of the San Francisco Chamber's Industrial Department at a meeting this week of the Board of Directors of the Retail Merchants Association at the St. Francis Hotel.

If population structures return to 1940 ratios in the postwar period, Fox declared, the San Francisco-Oakland industrial area will need approximately 40,000 more factory jobs than it had in 1940 instead of over 150,000 more as at present to support the present vastly increased population of the area.

Tonight Fox will deliver a talk on "A Century of Change in the Bay Area" as one of a series being given by various speakers at the California Labor School on "Building a Better Bay Area." He will trace fundamental characteristics which have made San Francisco one of the world's outstanding cities and indicate the possibilities for postwar "full employment."

Red Bluff Chamber Elects 1945 Officers

C. D. Pickell, theater manager, has been re-elected president of the Red Bluff Chamber of Commerce for 1945.

Elected as first and second vice-presidents respectively were T. J. McGlynn and Jack Armstrong.

J. L. Croshaw of the chamber was appointed chairman of the organization's annual banquet scheduled for early February.

S. F. Foreign Trade Association Elects O. C. Hansen President

Shippers Thanked for Response to Unloading Plan During Holidays

Splendid response to the request of Walter A. Rohde, Manager of the Chamber's Transportation Department and Chairman of the San Francisco Car Efficiency Committee, that all possible cars be unloaded for the actual Christmas and New Year holidays, has helped materially in preventing the annual accumulation of cars and congestion of railroad terminals.

This has made possible the continued ready flow of war materials and commercial shipments.

"If we can get the same sort of cooperation prior to every holiday period during the year, we will face no danger of a tie-up here," said Rohde.

Alameda Chamber Appoints Five Major 1945 Committees

A. C. Carrington, president of the Alameda Chamber of Commerce, this week announced the names of chiefs of five major committees of the civic organization for the forthcoming year.

Appointed as chairmen of the groups were Sumner M. Graham, industrial; John J. Mulvany, transportation; Frank Winger, membership; J. D. McIntosh, retail trade, and Al Bareilles, veteran activities.

O. C. Hansen, managing partner, Frazar & Hansen, was elected president of the Foreign Trade Association of the San Francisco Chamber of Commerce, at the initial meeting of the 1945 Executive Committee.

● Serving with Hansen for the coming year will be E. J. Macfarlan, Export Department, Standard Oil of California as first vice-president; William L. Montgomery, managing director, San Francisco Bay Regional Board, China-America Council of Commerce and Industry, Inc., as second vice-president; R. J. Roesling, R. J. Roesling Co., as third vice-president and P. A. Kinnoch, vice-president and manager, Foreign Department, American Trust Company, as treasurer.

Kenneth H. Campbell, recently appointed manager, World Trade Department of the San Francisco Chamber of Commerce, was appointed secretary-manager of the Association.

Trend In California Financial Transactions Shows All-Time Highs

Financial transactions as measured by bank debits established an all-time high in San Francisco Bay Area with a total of \$25,643,701,000, according to the San Francisco Chamber Research Department.

This was \$2,716,378,000, or 11.85 per cent, above the previous year.

Transactions in the Los Angeles area also established a new all-time high with a total of \$24,421,077,000. This was \$3,750,869,000, or 18.1 per cent, above the previous year.

1944 BUILDING CONSTRUCTION

The tremendous impact of the war on the Bay Area in relation to other areas is partially visualized by the building construction during the past two years as reported by the U. S. Department of Labor, the San Francisco Chamber of Commerce Research Department announced today.

Among the ten cities in the United States reporting the largest volume of building construction during 1944, three — San Francisco, Oakland and Alameda — were in the Bay Area with a combined total for the eleven months of \$62,594,000 compared to \$48,690,000 for the similar period of 1943.

● Total construction in these three contiguous Bay Area communities for 1944 was up 29 per cent over last year compared to a drop of 3 per cent in the total for the ten cities.

The volume of construction in these San Francisco Bay cities exceeded that reported for any of the other leading areas in the United States and accounted for 22 per cent of the total of the ten leading cities.

● Federal building construction in the three Bay Area cities amounted to \$46,912,000, or 45.4 per cent of the total for the ten cities, and was 43 per cent above the previous year compared to a decline of 37 per cent for the ten cities as a whole.

The ten cities with largest construction volume were Alameda, Cleveland, Chicago, Detroit, Los Angeles, New Orleans, New York, Oakland, San Francisco and Seattle.

Western Air Lines Appointment

James F. Montgomery of San Francisco has joined Western Air Lines as traffic representative at the airline's 291 Geary Street office, according to an announcement by Roy Backman, district traffic manager.

Bids for Surplus Items

Until 10:00 A.M. Thursday, January 25, the Supply Department at the Mare Island Navy Yard will accept bids on surplus drills, reamers, hacksaw blades, wrenches, sprue cutters, tube expanders, dies, blow torches, and miscellaneous hardware items.

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511 and refer to the Trade Tip's number.

3732 PRODUCTS TO ARGENTINA—Valls Puyol y Cia., Avenida de Mayo 1424, Buenos Aires, Argentina, wish to contact exporters of celluloid articles, rubber toys, and miscellaneous products.

3733 YAREY STRAW ARTICLES—M. Pichon, Aramburu 368, La Habana, Cuba, wants to export yarey straw articles. Details are available at the World Trade Department.

3734 COFFEE FROM VENEZUELA—Copello Hermanos, apartado 113, Maracabo, Venezuela, are interested in exporting coffee.

3735 REPRESENTATION IN CUBA—Roberto Leon Exposito, Apartado 215, Camaguey, Cuba, offers his services as broker or representative of American manufacturers in Cuba.

3736 EXPORTATION TO VENEZUELA—Lamberti y Bettini Sucrs., apartado 1921, Caracas, Venezuela, desires to represent manufacturers of hard corn flour, cotton tissues, canned foods, leather products, bond paper, etc.

3737 COMMODITIES TO TURKEY—Emirali Coze, Uray Caddesi 30, Mersin, Turkey, wants relations with manufacturers of various commodities.

3738 WINES—Ernesto Laque L., apartado 1603, San Jose, Costa Rica, wishes to import wines.

3739 TRADE WITH ECUADOR—Angel F. Ortega, apartado 794, Guayaquil, Ecuador, desires connections with exporters of wheat flour, canned foods, cotton twine, etc.

3740 CIGARS AND CANDIES—Victor Babin, Zulucta 464, La Habana, Cuba, wants to be put in touch with importers of cigars and candies.

3741 SWISS TRADE—Swiss manufacturer desires to contact American firms interested in purchasing medical appliances for physicians and dentists and insecticide products for disinfecting offices, clinics, hospitals, warehouses, steamships, etc. Information on this concern is available at the Consulate of Switzerland, 100 Bush Street.

3742 MEXICAN BAMBOO RAKES, ETC.—Armando Garcia Puga, Constitucion 511, Mazatlan, Sinaloa, Mexico, wants to contact wholesalers and jobbers interested in the purchase of bamboo rakes, bamboo, vanilla, coffee, bananas, etc. Can supply many raw materials found in West Coast of Mexico. Willing to act as agent to American exporters to Mexico.

3743 MEXICAN HONEY—Mexican business man wishes to sell carload of honey. Samples available. May be contacted through Charles J. Bracker, Bracker's Department Store, P. O. Box 839, Nogales, Arizona.

3744 REPRESENTATION—Endara Riba, S.A., Foreign Trade Department, Panama, R. P., desire to act as agents or distributors for American firms dealing in grocery articles, household and store fixtures.

3745 LIGNUM VITAE LUMBER—Inter-Antillean Exchange, P. O. Box A-100, Port-Au-Prince, Haiti, are able to supply Lignum Vitae Lumber.

3746 EXPORTATION TO MAURITIUS—Abboosamah Ibrahim Subratty, Corderie Street No. 8, Port Louis, Mauritius, wishes connections with American manufacturers or exporters dealing in radio, machines, tires and tubes, canvas and leather shoes, bicycles, kerosene and motor oil, paraffin, soap and woolen, cotton and silk goods.

Importance of Imports Outlined in Speech by Henry S. Radcliffe

In an address stressing the "Importance of Imports," Henry F. Radcliffe, executive secretary, National Council of American Importers, Inc., told members of the Foreign Trade Association of the San Francisco Chamber, Monday, January 15, that imports are the sound currency of export trade.

• **Export Payment**—In the international balance of payments, Radcliffe said, we cannot possibly find more than a small portion of the dollars required to support an expanded export volume.

"The real answer, as every foreign trader knows, is an enlarged volume of import of raw materials, semi-manufactured and finished manufactured goods."

• **Three Levels**—For the expansion of postwar international trade which he termed the foreign traders' responsibility, Radcliffe outlined a program divided on the international and national level and on the commercial level.

• **On international issues** such as stabilization of exchange, Radcliffe urged that foreign traders study the questions from a foreign trade angle and let their congressmen know their views.

• **On the national level**, Radcliffe made six recommendations:

1. Support setting up a Foreign Economic Commission.
2. Support extension and liberalization of the Reciprocal Trade Agreements Act.

3. Initiate revision and "cleaning up" of "red tape" special and administrative provisions of the tariff.

4. Support amendment of the Foreign Trade Zones Act to permit foreign manufacturing and exhibiting in foreign trade zones.

5. Promote establishment of a well-trained corps of commercial representatives in foreign countries.

6. Seek to make the Division of Regulation of the U. S. Maritime Commission independent from the commission with authority to regulate ocean transportation and port terminal facilities.

In launching an effective foreign trade program on the commercial level, Radcliffe urged foreign traders devote serious attention to all measures designed to further postwar exports and imports—for example: to find new and profitable uses for imports; improve relationship between individual traders and cargo carriers; solve in advance problems of the relatively new field of export and import by air.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details, contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6085—Malmer Industries, 99 Chauncy Street, Boston 11, Mass., wants Pacific Coast representative for men's and women's toiletries and luggage. Prefers a man that contacts Ship's Service and Post Exchange.

D-6086—Paul J. Smith, United Products Company, 3662 West Slauson Avenue, Los Angeles 43, California, interested in lines to represent in Southern California and eleven Western States. Sales and service engineering to automotive, industrial and aircraft. Contacting jobbers, distributors and manufacturers.

D-6087—Henry O. Stout, Redding, California, would like to contact a firm that is interested in Sales Representation in Northern California, with Redding as headquarters. Will be covering the area to the Oregon line, about once each month.

California 1944 Retail Sales Listed by Research Department

Sales of independent retailers in California as reported by the U. S. Bureau of the Census reveal that during the eleven months of 1944 compared to the same period last year the average for:

Cities of 100,000 and over.....	up 10%
Cities of 50,000—99,999.....	up 14%
Cities of 25,000—49,999.....	up 14%
Cities of 10,000—24,999.....	up 13%
Cities of 5,000—9,999.....	up 11%
Cities of 2,500—4,999.....	up 16%
Cities of less than 2,500.....	up 15%

• **Leading all cities** above 25,000 was Fresno with an increase of 21 per cent; Santa Barbara followed with 20 per cent; Bakersfield and Pasadena both 17 per cent; Palo Alto and Long Beach 15 per cent; Santa Rosa 15 per cent; Alameda 6 per cent; Berkeley, San Jose, Riverside, and San Bernardino 11 per cent; San Francisco, Los Angeles, San Diego, and Glendale 10 per cent.

• **In San Francisco** for the first eleven months sales by independent retail stores of men's clothing and furnishings led all groups with an increase of 18 per cent. Drug stores followed with 16 per cent; women's ready-to-wear, and eating and drinking places 15 per cent; hardware stores 14 per cent; and food stores 13 per cent.

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C of C Representatives at Supervisors' Meeting

Attending the Board of Supervisors meeting, Monday, January 15, was:

J. F. Barrett, member San Francisco Chamber Board.



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WASHINGTON NOTES

● **Maritime**—Smashing all American maritime records for a single month, the War Shipping Administration's Recruitment and Manning Organization assigned 16,000 officers and men to sea duty during December, of whom 9,000 had been trained by the WSA Training Organization. WSA has reported.

Capt. Edward Macauley of San Mateo, Deputy Administrator of the War Shipping Administration, pointed out that many of these officers and seamen had been reassigned after vital upgrade training, although the majority were serving for their first trip.

● **Surplus Property**—The Surplus Property Board has announced that five disposal agencies—Reconstruction Finance Corporation, the Procurement Division of the Treasury Department, United States Maritime Commission, War Food Administration and Foreign Economic Administration—disposed of \$25,557,000 worth of surplus war property during the month of November, at 74 per cent of cost or appraised value.

The November figures include \$1,283,000 disposed of to other Government agencies and \$3,268,000 for Lend-Lease. In the six months from June 1 to November 30, 1944, surplus war property disposed of by disposal agencies amounted to \$135,164,000, which compares with total acquisitions of \$913,239,000 during the same period.

● **Summarized on page 4** are acquisitions and disposals by agencies and per cent disposed of during the six months since June 1, and the inventories on hand, by agencies, on November 30.

Falk Makes Annual Report to Board and Members of S. F. C of C

In his report sent this week to the Board of Directors and members of the San Francisco Chamber of Commerce on accomplishments and activities during the year 1944, Adrien J. Falk, last year's president, cited definite progress in community relations and Bay regional cooperation.

● **Falk's report** also covered membership growth, financial condition, chamber leadership and management, department activities, new departments and personnel, postwar planning, campaigns, social and other events, committees, government relations, and a prediction of the days ahead.

Looking back on his year as president of the Chamber, Falk said, "It has been a year of growth and expansion for the San Francisco Chamber of Commerce."

AMC President Conducted on Tour, S. F. Apparel Producers

Joseph P. Kasper, president, Associated Merchandising Corporation of New York City, was taken on a tour of a number of San Francisco apparel manufacturing firms yesterday by Carroll Snyder, Domestic Trade Department, San Francisco Chamber; Joseph Civelli, Merchandise Manager, The Emporium; and Florence Wagner, Resources Council.

Kasper has been touring the Western States to become familiar with soft goods lines produced here.

"Kasper was greatly interested and impressed by the plans for an Apparel City in San Francisco explained to him by M. E. Dorman, President of Apparel City, Inc.," Snyder said.

1944 Activities of Retail Merchants Group Told; War Effort Stressed

1944 activities of the Retail Merchants Association of the San Francisco Chamber of Commerce in assistance to retailers and to the many war drives which retailers support and promote were today highlighted by D. P. Street, managing director.

● **Promotion of War Bond Drives** in which retailers are the determining factor in reaching "E" Bond quotas was cited by Street as one of the most important activities of the association during wartime.

"Through this effort it not only helps to supply our fighting men with much needed equipment but is an important factor in curbing inflationary tendencies," he said.

The Association assisted in organizing state-wide Retailers' Third Army with Treasury Department officials and leading retailers to increase bond sales.

● **Among other wartime drives** and campaigns, the Association promoted and participated in many salvage drives; conservation programs; recruiting of WAVES, SPARS, NURSES, etc.; and war service campaigns such as War Chest, Red Cross, Blood Donations, Allied Relief, etc.

The Association originated and organized a war poster distribution system for OWI in San Francisco, which was adopted nationally.

● **Excise Tax**—Early in the year, the Association developed the plan of having the Internal Revenue Department make possible the filing of monthly retail dealers' excise tax forms without jurat.

The request was made in Congress by local representatives through the Chamber's Washington Office, and the National

(Continued on page 4)

New Hunters Point Expansions Appraised by C of C Committee

1944 Wholesale Trade Trend Depicted by C of C Research Dept.

The dollar volume of wholesale trade on the Pacific Coast reported by the U. S. Census during the first eleven months of 1944 was 4 per cent above the same period last year, based on reports from 229 firms, according to an analysis by the Research Department of the San Francisco Chamber of Commerce.

This increase was identical to the United States increase for the same period reported by 2,630 firms.

● Pacific Coast sales and stock-sales ratios by kind of business were as follows:

	SALES		Stock-Sales Ratios
	Per Cent Change		
	11 Months 1944 to 11 Months 1943	Nov. 1944	
PACIFIC COAST TOTAL	4.0	132.0	
Automotive Supplies	22.0	167.0	
Shoes and Other Footwear	(a)	118.0	
Dry Goods	4.0	(b)	
Electrical Goods	10.0	82.0	
Fresh Fruits and Vegetables	- 2.0	14.0	
Furniture & House Furnishings	5.0	(b)	
Groceries & Foods, except Farm Products	10.0	115.0	
Meats & Meat Products	8.0	39.0	
Beer	(a)	(b)	
General Hardware	- 2.0	204.0	
Industrial Supplies	10.0	(b)	
Plumbing & Heating Supplies	12.0	(b)	
Lumber & Building Materials	- 1.0	163.0	
Machinery, Equip., & Supplies, except Electrical	2.0	127.0	
Tobacco & Its Products	(a)	(b)	
Leather & Shoe Findings	9.0	(b)	

(a) Less than 0.5 per cent.

(b) Insufficient data to show separately.

Local Store Displays Military Life Pictures

The City of Paris Dry Goods Company, during the week ending January 8, displayed a number of official pictures furnished by the 7th Division U. S. Army Signal Corps, showing various phases of the life of servicemen in the South Pacific both in action and in their leisure moments, D. P. Street, managing director, Retail Merchants Association of the San Francisco Chamber of Commerce, announced today.

"This wartime display was not only attractive but very effective," Street commented, "and other pictures will be shown as they are received from the South Pacific."

Appropriations passed by the House of Representatives last week to make Hunters Point one of the greatest naval repair bases in the world was today applauded by the Naval Affairs Committee of the San Francisco Chamber of Commerce.

The committee, since its inception, has worked continuously for the development and betterment of Hunters Point U. S. Naval Dry-docks.

● The Navy construction authorizations approved by the House include \$43,280,000 for further construction at Hunters Point.

Some of the projects are: two repair piers, a 1,250-foot drydock, shipfitters' shop, eight operating piers, a quay wall, supply storage warehouse, radio and fire control building, additional land, and additional fill-in.

United Air Lines Seeks Reductions in Fares

W. A. Patterson, president, United Air Lines, announced last week that United has filed a new tariff calling for a ten per cent reduction in passenger fares and an additional five per cent reduction on round trip tickets, governmental travel and on transportation purchased with air travel cards.

"United's substantial cut in passenger fares is not designed to increase traffic as our loads are practically capacity now," Patterson said, "but these rate reductions will pass on to the public the lower rates to which airline passengers are entitled when an airline's financial position enables it to make reductions."

Postwar Plans Discussed at Meeting of Veblum Forum

Postwar planning by industry was the subject of participation by G. L. Fox, Manager of the San Francisco Chamber's Industrial Department in a meeting of the Veblum Forum at the Native Sons Auditorium, Sunday evening, January 21, 1945.

Postwar planning from the viewpoint of management, labor and government were discussed.

Women's "Work Pile" Grows; Contributions Now Total \$2,322,728

The San Francisco Women's Home "Work Pile," handled by the Women's Round Table, has now reached a total of \$2,322,728, according to Miss Marguerite Downing, president of the Round Table, and member "Work Pile" Committee, San Francisco Chamber.

● Out of 1,049 replies to detailed questionnaires circulated among housewives, 185 showed intent to buy a home.

"Assuming an average \$8,000 home, we can estimate that at least \$1,480,000 will be spent by San Francisco families on new homes after the war," Miss Downing explained.

● Replies also show that immediate home repair and remodeling work will amount approximately to \$206,498 and new additions or fixtures, such as furnaces, water heaters and lighting, will cost about \$25,980.

The additional women's contribution swells the San Francisco Chamber of Commerce "Work Pile" of remodeling, repairs and reconstruction to be done in the first years after the war ends to a total of \$127,686,739.

This "Work Pile" figure does not include the 131 million dollars set up by the City of San Francisco in its master plan for public improvements and construction.

San Mateo Chamber Officers Installed at Luncheon Meet; O'Connell is New President

Daniel J. O'Connell was installed as president of the San Mateo Chamber of Commerce, Friday, January 19, at a luncheon meeting.

Retiring President Ira H. Potter made his annual report at the luncheon, and Mrs. Anne Frahm Brubaker, Charles Berryessa, and Duane E. Gowland were installed as first and second vice-presidents and treasurer respectively.

At a meeting of the new 1945 Board of the San Mateo Chamber, Henry Francis Misselwitz, manager of the Chamber, was promoted to executive vice president and general manager.

S.F. Chamber Supports Mine Division Progress

New Local Firm Praises S. F. Chamber Membership

Fischbach and Moore of California, Inc., electrical engineers and contractors, has recently opened offices at 55 New Montgomery Street, San Francisco.

● **Head office** of the parent corporation is in New York City.

"We are very glad to be members of the San Francisco Chamber of Commerce and know that it will be very beneficial to the development of our business in this region."

● **The firm at present** has work in the San Francisco area and the Rough and Ready Island Naval Ordnance Depot project at Stockton, and has arranged purchase of equipment and materials from San Francisco for this work.

Officers of Berkeley Chamber Announced; Kuttler is President

Officers of the Berkeley Chamber of Commerce for 1945 were announced last week with Joseph Kuttler as president.

C. A. Bullwinker and Raymond M. Young were elected vice presidents.

● **W. C. Moldenscharidt** was elected treasurer, and J. D. Sarber was re-elected vice president and general manager.

Construction Company to Build \$25,000 Units In Santa Clara

Kennametal, Inc., with main offices in Latrobe, Pennsylvania, and with an office in San Francisco, will within the next 30 days start construction on a newly acquired site in the industrial area of the city of Santa Clara, according to information received from F. B. Keip, secretary of the Santa Clara Chamber of Commerce.

"The erection of the first units by the Pasetta Construction Co. of Santa Clara will approximate \$25,000 to \$30,000," Keip said.

Kennametals are manufacturers of carbide tool blanks and specialties.

1945 S. F. Chamber Agricultural Program and Policy Announced

The 1945 agricultural policy and program of the San Francisco Chamber of Commerce was announced today as recommended by the Agricultural Committee and approved by the Board of Directors.

The policy declaration adopted by the Board was as follows:

"The San Francisco Chamber of Commerce, through its Agricultural Committee and other facilities, will continue to pursue an active program of protecting and promoting the interests of California agriculture."

● **General Welfare**—John E. Pickett, chairman, Agricultural Committee, outlined a full program including cooperation with agricultural communities, recruitment of labor supply, handling of surplus commodities, and legislative activities.

Work for completion of a modern and adequate Wholesale Produce Market has an important place in the Committee's program for the coming year, Pickett said, along with market studies for agricultural products and by-products.

● **Special Wartime Problems** Postwar disposal of surplus farm products will have the constant attention of the committee during the year, along with other special wartime problems, such as assistance in obtaining priorities for building and equipment; in getting trucks, tractors, farm equipment, etc., from surplus disposal agencies; and in obtaining farm housing.

Californians Meet In Washington, D. C.

Weekly luncheon meetings of Californians in Washington, D. C. and visitors from the State are held every Wednesday, according to information received from Frank E. Marsh, manager, Washington Office of the San Francisco Chamber of Commerce.

These weekly meetings have been made possible through the efforts of Carl I. Wheat, attorney from San Francisco, and Marsh.

● **All Californians** visiting Washington are urged to communicate with the Chamber's Washington Office so that they can attend.

"The luncheons have so far been very interesting and helpful," Marsh said, "and they provide an opportunity to renew old friendships and make new ones."

New and larger quarters, including a library and mineral display and a somewhat larger budget for the State Division of Mines, are urged in resolutions adopted by the San Francisco Chamber's Board of Directors on recommendations of its Mining Committee.

Some time ago, the Mining Committee received a suggestion that resulted in studies by a special sub-committee as to the feasibility of establishing a special minerals industry building in San Francisco.

● **New State Building**—It developed that the present quarters occupied by the State Division of Mines in the Ferry Building are inadequate and that, among its postwar plans, the State of California is scheduling the erection of a new state building in San Francisco.

After some investigation, the Chamber has found that it would be highly desirable for ample provisions to be made in the proposed new state building to accommodate the State Division of Mines, including its library and mineral displays, in order that it may better serve the public in a manner befitting the importance of the mining industry.

● **Expanded Budget** In connection with a somewhat expanded budget for the Division of Mines during the biennium beginning July 1, 1945, the Chamber has endorsed recommendations of the State Mining Board.

A budget of \$355,281 is urged with the provision that \$50,000 a year be separately set up as a special item for cooperative geological projects with the U. S. Geological Survey to expedite the preparation and completion of needed topographical and other maps of California. The \$355,281 budget would be approximately \$163,000 more than the amount expended for the Division during the current biennium.

Bay Area Factory

Experienced San Francisco manufacturers seek outright purchase of a successful San Francisco bay region business requiring \$300,000 or more to handle.

Interested principals are invited to communicate with the San Francisco Chamber's Industrial Department EXbrook 4511.

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511 and refer to the Trade Tip's number.

SPECIAL NOTICE—The San Francisco Consular General of Colombia has informed the Chamber that the Colombian Government has supplied their office with Colombian Revenue Stamps which must be affixed to all documents whether public or private which are relative to any type of negotiation between Colombia and the United States. This includes Consular Invoices and all papers connected with shipments.

3747 ARGENTINE REPRESENTATION—If you seek contacts with Argentine manufacturers, importers, exporters or agents, or if you want business possibilities surveyed or other missions transacted in Argentina, you may communicate with: Mr. Karl A. Renner, 253 Buena Vista Ave., San Francisco.

3748 EXPORTATION TO HONDURAS—Honduras firm seeks contacts with American exporters able to supply groceries and spices. You may contact Abraham Bueso, Casa Bueso, Honduras, C. A.

3749 ARGENTINE REPRESENTATION—Lagomarsino & Cia, Junin 651 Buenos Aires, dealing in leathers, salt, wool, horses' hair and hogs' bristle, etc. seek agents to take care of large orders and sales in the United States.

3750 ECUADOR SEEKS AMERICAN COMMODITIES—J. A. Egas y, Apartado 1323, Guayaquil, Ecuador, seeks contacts with American firms able to supply playing and post cards; cotton, wool and rayon piece goods; novelties; canned vegetables; dried fruits; enamel, porcelain and earthenware, etc. Complete list at World Trade Department.

3751 PORTUGAL REPRESENTATION—Antonio Hirt, Campo 28 de Maio, 190, 29, Lisboa, Portugal, wishes to represent manufacturers of domestic and industrial refrigerators, business machines, domestic and industrial sewing machines, wireless sets, etc. Complete list at World Trade Department.

3752 ENGLAND SEEKS AMERICAN MARKETS—Managing Director, Ragasoni Limited, 1, Furnival Street, London E. C. 4, England will soon be in the United States. Seeks contacts with manufacturers of electrical equipment.

3753 REPRESENTATION IN FRANCE—Henri Marty, 2 Place Adolphe, Chéroux, Paris, France, wishes to establish agents for American firm with no branch office in Europe for postwar reconstruction opportunities.

3754 TRADE WITH PALESTINE—Jean H. Bitran, 40 Lillienblum Street, Tel-Aviv, Palestine, seeks contacts with manufacturers and exporters of cutlery, hair pins, safety pins, sun spectacles, combs, tooth brushes, hair brushes and cosmetics.

3755 POSTWAR OPPORTUNITIES WITH FRANCE—Monsieur Robert Francfort Scribner, 22 Avenue des Amélieas, Marcq en Baroeul, nord France, seeks business connections with firms dealing with preserved meat, vegetables, fish, fruits, cheese fat and lamb for postwar business.

3756 REPRESENTATION—Lagomarsino & Cia, Junin 651, Buenos Aires, Argentina, seek San Francisco representation for sale of wallets, pocket books, purses, etc. Made of leather, alligator and snake skins.

Pacific Coast Diesel Engine Manufacturing to be Studied

A close-up picture of Diesel engine manufacturing on the Pacific Coast will be shown February 8 to engineering instructors of western universities, who will assemble in San Francisco for a tour through the Bay Area.

• The tour will include trips through the Enterprise Engine & Foundry Co., of San Francisco, and Atlas Imperial Diesel Engine Co. and Union Diesel Engine Co. of Oakland.

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Falk Speaks at Annual Pajaro C of C Meeting

"After the War—What?" was the subject of a talk given by Adrien J. Falk, former president of the San Francisco Chamber of Commerce, at the annual dinner meeting of the Chamber of Commerce and Agriculture of Pajaro Valley in Watsonville, Thursday, January 18.

• Installation of officers and directors was held, with Don O. Colgrove installed as president.

Theme of Falk's address was necessity for a responsible attitude toward community cooperation.

Alameda Shipyard Appointment

Appointment of John B. Steen, veteran shipbuilding executive, as Operations Manager of Amship Corporation, Alameda, has been announced by C. E. Strobel, vice president and general manager.

Steen's twenty-six years of shipbuilding experience covers ship construction, conversion, and repair from apprenticeship to his Amship post where he heads production.

Wartime Convention Application

Members' attention is called to an application form recently announced by the War Committee on Conventions whereby any group of 50 or more desiring to meet must apply to the committee to determine whether its meeting is deemed sufficiently important to the war effort to qualify for authorization.

Copies of the application are available at the Research Department, San Francisco Chamber.

Rate Expert to Speak Before Foreign Trade Association Monday

Howard G. Freas, rate expert, Railroad Commission, will be guest speaker at the regular weekly meeting of the Foreign Trade Association of the San Francisco Chamber of Commerce, Monday, January 29, in the Red Room of the Fairmont Hotel.

"Rates and Their Relation to Foreign Trade" will be the subject of Freas' speech.

Surplus Real Estate

On February 14 the Surplus Real Estate Office, Public Buildings Administration, Federal Works Agency, Washington, D. C., will open bids from prospective purchasers for the Old Postoffice and Court House site and building in Fresno, located on the southwesterly corner of Tulare Street and Van Ness Avenue of that city.

A copy of the bid is available at the Domestic Trade Department for perusal.

1944 Activities—Continued

(Continued from page 1)

Association of Retail Secretaries and other associations joined in the movement.

The Association also works at all times for cooperation with other retail groups and with district merchant associations in San Francisco, and with national retail associations and the U. S. Chamber of Commerce on any national legislation affecting retailers and the private enterprise system.

SURPLUS PROPERTIES DISPOSAL AND ACQUISITION

	Acquisitions	Disposals	Percent	Disposed of Inventories
Treasury Procurement	\$134,097,000	\$ 64,924,000	39.5	\$ 99,394,000
Reconstruction Finance Corporation	758,058,000	65,873,000	8.2	735,645,000
Maritime Commission	20,565,000	4,221,000	20.5	16,344,000
War Food Administration	323,000	144,000	44.6	179,000
Foreign Economic Administration	30,000	2,000	6.7	28,000
National Housing Agency	166,000	...	0.0	166,000
TOTAL	\$913,239,000	\$135,164,000		\$851,756,000



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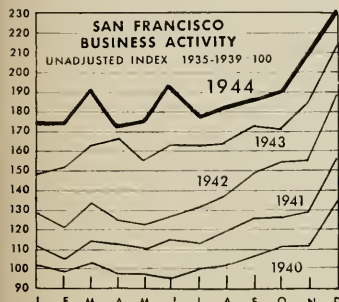
Thursday, February 1, 1945

Number 5

General Business Activity

Thumb Nail Sketch

*The Research Department
San Francisco Chamber
of Commerce*



The swift and unrelenting flow of war activities streaming through the San Francisco Bay Area during 1944 attracted new population, created new problems, new opportunities, and established new records. Greater things seem to be in the making as new millions are freshly authorized for larger military developments on our Bay shores.

● **Final year-end totals** for major fields of activity reveal tremendous volumes and large increases over the previous year for both San Francisco and the Bay Area (see tables). San Francisco regional activity—northern California and western Nevada—also continued to maintain a better-than-national-average trend during the past year.

● **San Francisco business activity** attained a new high level in December at 231.6 measured by our index, and the 1944 average of 188.2 was 12.1 per cent over 1943 and 88.2 per cent above the 1935-39 base.

● **Bay Area financial transactions** during 1944 rose 11.9 per cent, or \$2.7 billion, to a total of \$25.6 billion for the year. War contracts in the Bay Area climbed \$571 million in the 11 months to a cumulative since the war of \$4.8 billion. New contracts for ships accounted for \$310 million of the increase.

1944 Bay Area retail trade rose \$203 million, or 13 per cent, to an estimated total of \$1.8 billion. Dollar volume of wholesale trade climbed \$124 million, or 4 per cent, to an estimated total of \$3.2 billion. Industrial wages estimated at \$719 million were off 4 per cent compared to the previous year, but were nearly five times the 1940 level. Federal building construction rose 43 per cent during 1944.

● **Freight car movements** in the San Francisco-Oakland switching limits averaged better than 2,200 cars daily for a total of 825,392, or 8.5 per cent above a year ago.

● **The manufacturing industries** in the San Francisco Industrial Area employed 234,900 wage earners in December. Although the number was 39,400 fewer than in December a year ago, improvements were effected in production methods and in the utilization of the available labor force which kept production at a high level. December average weekly earnings amounted to \$61.93 compared to \$58.66 in December a year ago. Average hours worked per week amounted to 45.5 compared to 44.5 last year.

The 1944 annual payrolls in the manufacturing industries were 4.2 per cent below the 1943 level; but in the non-manufacturing industries retail trade payrolls were up 3.5 per cent; wholesale trade up 7.8 per cent; hotels 20.1 per cent; and the laundry and cleaning group up 7 per cent.

● **Department store** annual retail sales in the Bay Area and throughout the Federal Reserve District during 1944 were well above the 1943 level. Bay Area sales rose 13 per cent with San Francisco sales up 15 per cent, and Oakland 10 per cent.

Central Valley sales rose 12 per cent; Los Angeles area 13 per cent; San Diego 11 per cent; Portland-Seattle area 4 per cent; Salt Lake City 2 per cent; while sales for the 12th Federal Reserve District were up 10 per cent.

In San Francisco, bank debits total for the year amounting to \$19.7 billion were up \$2.2 billion or 12.5 per cent above 1943, while bank deposits at the mid-year call were up \$398 million to \$6.1 billion. Retail sales estimated at \$772 million were \$89 million above a year ago, while estimated sales at wholesale of \$2.7 billion were \$104 million over 1943.

● **Other substantial developments** in San Francisco during the year occurred in the real estate field with sales rising 54.8 per cent above the previous year and amounting to \$128.4 million. Postal receipts jumped 102.5 per cent to \$35.4 million. San Francisco Airport passenger traffic on-and-off rose 51.4 per cent to 260,931, with plane traffic up 40 per cent. Air mail loaded passed the 10 million-pound mark with an increase of 127.7 per cent. Industrial placements during the year were reported at 133,304 out of a total for all placements amounting to 146,960.

Cost of living in San Francisco during 1944 averaged 2.3 per cent

(Continued on page 2)



Housing Campaign Launched at Inter-City Meet Here Today

Two-day Conference on West Steel Future to be Held Feb. in Utah

Steel will be the subject of a conference sponsored by the Steel Committee of the Western States Council to be held February 12-13 in Salt Lake City with Leonard E. Read, general manager, Los Angeles Chamber, as chairman.

● **Participating** in the meeting will be officers and directors of the Western States Council, which is made up of representatives from chambers of commerce throughout the eleven western states, leading western manufacturers of steel products, and representatives of companies now operating steel mills and blast furnaces in the west.

● **Purpose** of the meeting, which was called by Christy Thomas, president of the Council, is to inform western business interests of facts underlying the continuing operation of steel plants in which the federal government has a financial interest, as they relate to the permanent economy of the west, according to Read.

Some 15 representatives of the San Francisco Bay Area chambers of commerce and private industries will attend the two-day conference.

Louis B. Lundborg, general manager, San Francisco Chamber, will be chairman of the day on February 12.

A San Francisco Bay Area "Share Your Home" campaign will get under way today in San Francisco with an inter-city luncheon conference at the Palace Hotel, attended by mayors, chamber of commerce presidents, and military, housing, and civic organization representatives from 71 communities in the 12 Bay Area counties.

Sponsor of the luncheon is the San Francisco Bay Area Public Relations Conference, which is directing the campaign throughout the month of February to increase available housing space for military personnel and war workers in the area.

● **The conference**, made up of representatives of Bay Area chambers and industries, will work through chambers of commerce in the 12 counties.

In San Francisco, the San Francisco Chamber will handle publicity and serve as headquarters for the campaign. Likewise, in other Bay Area cities, chambers will serve as publicity headquarters for their respective communities.

Grady Speaks at Electric Club

San Francisco Chamber President Henry F. Grady was guest speaker at a luncheon meeting of the Electric Club of San Francisco, Monday, January 29, at the Palace Hotel.

He was introduced by Ernest Ingold, chairman of the day and past president of the chamber and the club.

Ernest Ingold Elected to U. S. Chamber Board as Director at Large

Ernest Ingold, 1943 president of the San Francisco Chamber of Commerce was elected director at large of the Chamber of Commerce of the United States Friday, January 26, in Washington, D. C.

Ingold, president, Ernest Ingold Co., is a director of the Anglo California National Bank, San Francisco Boys' Club, World Trade Center, Inc., the Better Business Bureau, and is Mayor of Hillsborough.

"San Francisco and its chamber of commerce are greatly honored by the election of Ingold to the national chamber board," commented Henry F. Grady, president of the Chamber.

"It signifies recognition by the U. S. Chamber of the outstanding work Ingold did as president of our Chamber."

Grady also said that the election of Ingold along with the opening of the Chamber's Washington Office, under Frank Marsh, will serve as a potent force in San Francisco's relations with national groups.

Military Housing Space Surplus Announced

Extensive honorable discharge of war veterans in a branch of the U. S. military, to-wit, dogs of the K-9 Corps, has created a surplus housing situation here and eligible bidders for dog houses are called for by the Regional Office of Surplus Property, 30 Van Ness Avenue, UNDERhill 1922 Ext. 69.

Dealers, shop owners, and others in-the-trade may purchase the housing (500 crates with doors) by contacting the above address, and may purchase dogs which are discharged K-9 veterans, by writing Dogs for Defense, Inc., 22 East 60th Street, New York City.

Surplus Property Available

On or before 2:00 p.m., February 6, the Navy Material Re-distribution and Disposal Administration, 785 Market Street, will accept bids on 60 used stirrup pumps and 4 used four-cylinder gasoline engines, according to the Domestic Trade Department.

The Supply Department, Mare Island Navy Yard, will take bids until 10:00 a.m., February 15, on a variety of chemicals and paints.

BUSINESS SURVEY—Continued

over the previous year. Cost of living in November in San Francisco was up slightly more than 32

per cent over the August 1939 level compared to just above 28 per cent in the nation.

SAN FRANCISCO BAY AREA—1944 Resident Population 2,400,000.

Financial Transactions	1944	1943	Increase or Decrease
Bank Debits.....	\$25,643,701,000	\$22,927,323,000	\$2,716,378,000
Trade			
Retail (a).....	\$ 1,766,000,000	\$ 1,562,622,000 (a)	\$ 203,378,000
Wholesale (a).....	\$ 3,214,000,000	\$ 3,090,000,000 (a)	\$ 124,000,000
Industrial			
Employment (a).....	253,550	276,800	-23,250
Wages (a).....	\$ 718,820,000	\$ 750,334,000	\$ -31,514,000
Transportation			
Rail Freight.....	825,392	760,899	64,493
Air, Passengers.....	260,931	172,389	88,542
War Contract Cumulative			
Total: plus project orders.....	\$ 4,779,546,000 (b)	\$ 4,208,853,000	\$ 570,693,000
Ships.....	\$ 2,683,347,000 (b)	\$ 2,382,330,000	\$ 301,017,000

SAN FRANCISCO—1944 Resident Population 786,590.

Financial Transactions	1944	1943	Increase or Decrease
Bank Debits.....	\$19,669,361,000	\$17,489,513,000	\$2,179,848,000
Trade			
Retail (a).....	\$ 772,000,000	\$ 683,191,000	\$ 88,809,000
Wholesale (a).....	\$ 2,706,000,000	\$ 2,601,500,000	\$ 104,500,000
(a) Estimate. (b) End of November, 1944.			

Editorial Page of
THE CALL and BULLETIN
 WEDNESDAY, JANUARY 24, 1945

Good Leadership

Chamber of Commerce Report Shows Value Of Co-operation With City's Hinterland

The San Francisco Chamber of Commerce is one of the outstanding civic organizations in the nation. Its record of accomplishment is a striking example of forceful and constructive leadership in promoting community development.

Unlike the average civic group which concerns itself exclusively with local affairs, the San Francisco Chamber has been sufficiently broadvisioned to realize that whatever helps northern and central California, contributes indirectly to the welfare of this city. Accordingly, it has not restricted itself to work in its own front yard, but has actively co-operated with neighboring counties.

* * *

Ample evidence that the chamber does big things in a big way is to be had from the annual report of the retiring president, Adrien J. Falk.

"It has been a year of progress in the stimulation within the city," Mr. Falk says in his review of 1944, "and in the development of unity among the cities of the bay region and with the back country."

Of the unity in spirit and co-operation with bay counties, the report says:

"One of the most important and significant developments of the year was the progress made in our program for bay area unity. Suspicion and indifference have been given way to trust and co-operation. Today there is general acceptance of the fact that this area must work together to obtain its dues, politically and economically."

* * *

"The San Francisco bay area is truly an economic unit. A factory located anywhere in the area contributes to the wealth of the whole area. The growth of San Francisco is involved with the growth of San Francisco which surround it. It is merely common sense, therefore, for us to undertake a common approach to common problems."

Continuation of the chamber's progress is assured, under direction of the new president, Dr. Henry Francis Grady, of whom Mr. Falk rightly says:

"He is an international figure who brings experience, wisdom, vision and high ideals to the chamber's council. Great days lie ahead."

Your Chamber Takes the Lead!

SURVEY of BUSINESS CONDITIONS IN SAN FRANCISCO

BRANCH OF ACTIVITY	DECEMBER 1944	DECEMBER 1943	PER CENT CHANGE	12 MONTHS 1944	12 MONTHS 1943	PER CENT CHANGE
GENERAL BUSINESS ACTIVITY S. F. C. of C. Index 1935-39 Avg. = 100						
CONSTRUCTION PERMITS	231.6	213.5	8.5	188.2	167.9	12.1
Total	(number) 319	318	0.3	4,036	3,049	32.4
	(value) 532,967	935,886	-43.1	11,549,587	12,090,187	-4.5
Residential, New	(number) 38	147	-74.1	1,281	1,228	4.3
	(value) 162,000	472,750	-65.7	7,240,625	8,411,605	-13.9
Single-Family Dwellings, New	(number) 25	147	-83.0	1,194	1,226	-2.6
	(value) 85,000	472,750	-82.0	4,083,800	3,742,750	9.1
Non Residential, New	(number) 6	12	-50.0	100	99	1.0
	(value) 72,750	19,675	269.8	712,390	411,655	73.1
Additions, Alterations & Repairs.	(number) 197	129	52.7	1,954	1,559	25.3
	(value) 281,702	435,661	-35.3	3,457,972	3,244,738	6.6
Installations	(number) 78	30	160.0	802	163	392.0
	(value) 16,515	7,800	111.7	158,889	22,190	614.7
REAL ESTATE						
Sales.	(number) 1,155	1,035	11.6	13,559	10,180	33.2
	(value) 11,524,490	9,918,015	16.2	128,369,437	82,951,399	54.8
Mortgages & Deeds of Trust	(number) 1,009	939	7.5	12,555	10,521	19.3
	(amount) 7,567,542	6,645,640	13.9	95,421,834	69,069,649	38.2
Releases.	(number) 1,035	1,129	-8.3	13,992	12,750	9.7
	(amount) 7,900,368	6,683,931	10.6	100,033,839	80,223,891	24.7
RETAIL DEPARTMENT STORE SALES San Francisco						
	(index) 317	272	16.5	190	167	13.8
FINANCE						
Bank Deposits.	(\$000) 1,870,407	1,738,628	7.6	19,669,361	17,489,513	12.5
Bank Clearings	(\$000) 1,416,494	1,268,115	11.7	14,834,954	13,267,105	11.8
Postal Receipts	(\$) 5,042,672	2,343,007	115.2	35,441,358	17,498,351	102.5
San Francisco Stock Exchange.	(no. shares traded) 597,739	477,042	25.3	6,059,050	5,308,302	14.1
	(market value) 11,492,733	6,313,718	82.0	103,305,121	76,824,775	34.5
COMMERCIAL FAILURES						
Liabilities.	(\$) 0	4	12	28	57.1	-77.1
Assets	(\$) 0	64,846	293.291	173,774	59,737	43.6
	(\$) 0	2,620	173,774	37,517	363.2	
EMPLOYMENT & PAYROLLS—Bay Area (5 Co.'s.) (a)						
Employment	(index) 279.7	328.4	-14.8	302.2	330.4	-8.5
Payroll	(index) 552.2	613.7	-10.0	575.8	601.3	-4.2
NON-MFG. INDUSTRIES (5 Co.'s.) (a)						
Laundering, Cleaning, Dyeing	(payroll) 166.8	147.0	13.5	158.7	148.3	7.0
Wholesale Trade.	(payroll) 146.5	139.5	5.0	143.2	132.8	7.8
Retail Trade.	(payroll) 166.2	150.8	10.3	135.3	130.7	3.5
Hotels	(payroll) 200.3	172.6	16.0	187.9	156.4	20.1
PLACEMENTS IN SAN FRANCISCO—U. S. E. S.						
Industrial Placements	(number) 12,934	9,278	39.3	146,960	106,684	37.8
Commercial Placements	(number) 12,094	8,463	42.9	133,304	91,482	45.7
	(number) 830	815	1.8	13,656	15,202	-10.2
TRANSPORTATION						
Freight Car Movements	(number) 29,495	31,412	-6.1	368,485	350,815	5.0
San Francisco Airport Traffic	(no. planes) 2,219	1,316	68.6	20,398	14,484	40.8
	(no. passengers) 27,617	14,506	90.4	260,931	172,389	51.4
Express Shipments—Rail	(number) 434,837	381,307	14.0	3,781,121	3,247,009	16.4
Air Mail Loaded	(number) 11,672	10,114	15.4	1,032,330	87,481	18.0
	(pounds) 1,391,980	514,731	169.9	10,204,279	4,481,237	127.7
UTILITIES & NEW DEVELOPMENTS						
Electric Energy Sales Index.	(k.w.hrs.) 192	180	6.7	170	148	14.9
Industrial & Commercial Gas Sales.	(cu.ft.) 1,141,157,500	855,647,800	33.4	11,659,514,400	11,071,830,900	5.3
Water Consumers.	(number) 1,141,157,500	855,647,800	33.4	11,659,514,400	11,071,830,900	5.3
Tourist & Settler Inquiries.	(number) 36	63	-42.9	724	1,221	-40.7
DAIRY RECEIPTS, FRUITS & VEGETABLES						
Butter.	(pounds) 4,071,852	3,556,740	14.5	50,022,947	50,369,601	-0.7
Cheese.	(pounds) 1,079,940	1,260,953	-14.4	15,659,390	22,157,411	-29.3
Eggs.	(cases) 127,502	109,888	16.0	1,756,575	1,296,221	35.8
Poultry, Dressed	(pounds) 5,450,925	4,805,009	13.4	36,822,706	22,133,373	66.4
Fruit & Vegetables.	(carlots) 1,906	23,494	-91.8	23,494	23,494	0.0
LIVESTOCK SLAUGHTER (b)						
(total number)	168,429	184,534	-8.7	2,478,967	2,274,597	9.0
Cattle.	(number) 42,442	27,906	52.1	319,622	316,247	39.0
Calves.	(number) 9,659	5,568	73.5	161,449	65,950	144.8
Sheep & Lambs.	(number) 85,175	91,307	-6.7	1,185,015	1,292,008	-8.3
Hogs.	(number) 31,153	59,753	-47.9	692,881	600,955	15.3
S. F. LIVING COSTS 1935-39 Avg. = 100						
Food.	(index) 149.1	143.7	3.8	143.8	143.4	0.3
Clothing	(index) 141.4	132.1	7.0	137.0	128.6	6.5
Rent.	(index) 106.1	106.1	0.0	106.2	106.0	0.2
Fuel and Light.	(index) 92.6	92.6	0.0	92.6	92.3	0.3
House Furnishing Goods.	(index) 138.8	120.9	14.8	131.0	119.1	10.0
Miscellaneous	(index) 131.2	125.1	4.9	128.8	123.2	4.5
All Items.	(index) 132.7	127.5	4.1	129.4	126.5	2.3

(a) These data are based on reports submitted to the Division of Labor Statistics and Law Enforcement, State of California.

(b) Federal Inspection—San Francisco District.

Acknowledgment is hereby made to Thomas Magee & Sons, Dun & Bradstreet, Inc., local utilities, private organizations, Federal Reserve Bank of San Francisco, California State Departments of Industrial Relations, Agriculture, and Employment, and the United States Departments of Labor, Agriculture, and Commerce, and the United States Bureau of the Census, for the basic data each contributed toward this survey compiled by the Research Department, San Francisco Chamber of Commerce.

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C of C Representatives at Supervisors' Meeting

Attending the Board of Supervisors meeting, Monday, January 29, was:

Low Cook, member San Francisco Chamber Board.



Bay Region Business

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SAN FRANCISCO CHAMBER OF COMMERCE

Volume 2

Thursday, February 8, 1945

Number 6

WASHINGTON NOTES

● **Construction**—No increase in the volume of building construction in 1945 as compared with 1944 is contemplated, War Production Board officials informed the Hardware Industry Advisory Committee at its recent meeting. Reduction in civilian construction will probably be necessary until the war in Europe is over, they said.

● **Housing**—Thirty thousand temporary dwellings will be produced in this country, subject to the availability of lumber and other building materials, and shipped to England to meet the immediate needs of essential war workers in bombed-out areas, the Foreign Economic Administration and the National Housing Agency have announced.

Out of about 13,000,000 dwellings in the United Kingdom at the outbreak of the war, 4,500,000 have been destroyed or damaged by enemy action. Housing is now recognized as an essential war commodity along with munitions, food, and other supplies that the United States has shipped abroad to its allies.

● **Maurice L. Brenner** of the Sea Pride Packing Company, San Francisco, is now Deputy Director for Operations of the Office of Supply (CCC), War Food Administration. He was formerly Chief of the Procurement and Price Support Branch of the Office of Supply.

● **War expenditures** by the United States Government during December totaled \$7,835,000,000, an increase of \$740,000,000 over November expenditures, or 10.4 per cent, according to figures compiled by the Treasury Department and released by the War Production Board.

From the Chamber's Washington Office.

"HEROES OF BATAAN"

Expressing the wish of San Franciscans to have the opportunity to welcome the rescued heroes of Bataan on their return to the United States, Henry F. Grady, president of the San Francisco Chamber of Commerce, said:

"The hearts of all of us have been deeply stirred by the glorious rescue of 500 American prisoners who had fought on Bataan. These boys are now on their way back."

"Knowing this, those of us here in the San Francisco Bay Area remember that when they left our shores the last glimpse they saw of home was the headland of the San Francisco Bay.

"That may also be the first sight they will see when they come home, and we want to give our pledge that if this should be the case San Francisco will open up its gates with a joyous welcome and a proud salute.

"This area would like the honor of being first to welcome these returning heroes upon their homecoming, and San Francisco will give the best that can be given to show these heroes our pride in their achievements, our humility in the face of our obligations to them."

Market Events Here Cancelled

In accordance with the recommendations of War Committee on Conventions, which has appealed for a cessation of group meetings and trade shows, all market events scheduled for this week in San Francisco, including the Western Home Goods Market and the Western Gift and Housewares Market, have been voluntarily cancelled.

S. F. Chamber Creates Speakers' Bureau with Roger Deas, Chairman

Creation of a Speakers' Bureau in the San Francisco Chamber of Commerce was revealed today by Henry F. Grady, President, who announced that J. Roger Deas, secretary, City Planning Commission, and President, State Junior Chamber, had accepted chairmanship of the bureau.

"A group of this kind will prove invaluable, not only to educate and inform San Franciscans of the real progress we are making," Grady said, **"but will play a great part in drawing together the forces of the entire Bay Area in a greater spirit of unity."**

"We feel extremely fortunate in having a man who is capable and experienced to head up this important work."

Deas, commenting upon the new assignment, said, **"This is a real opportunity for members of the Chamber who are interested in public speaking to join the group and make a substantial contribution to the welfare of the community."**

"We will welcome those who want to join."

● **Members interested in further details may call Harold Mills, Public Affairs Department of the Chamber, who is secretary of the bureau.**



LUNCHEON FOR PAUL G. HOFFMAN (See Page 3)

"SHARE YOUR HOME"



Foreground: Vice Admiral J. W. Greenslade, Co-ordinator of Resources, Western Sea Frontier, speaking at a luncheon launching the "Share Your Home" campaign. Background: Major General H. C. Pratt, Commanding General, Western Defense Command, who spoke for the Army on the importance of the campaign.

Chamber Department Services Members on State Legislation

Attention of San Francisco Chamber members is called to the fact that Charles Gibbs, the Chamber's representative to the State Legislature, is a source for information on measures being considered by Senate and Assembly.

This department will maintain a file of all bills introduced in the Senate and Assembly, segregated as to subject; also available for reference is a copy of the budget and governor's message.

Bills are available for members to review, and extra copies can be obtained upon request.

Oakland, S. F. C of C Mgrs. Speak to Rotary

"Inter-City Co-operation and Development" was the subject discussed at a meeting of the Oakland Rotary Club, Thursday, February 1, by Harold D. Weber, general manager, Oakland Chamber, and Louis B. Lundborg, San Francisco Chamber general manager.

The two speakers expressed confidence in the future of the San Francisco Bay Region with all communities working co-operatively, and cited many evidences that such regional co-operation has been achieved.

S.F. Bay Area Chambers, Industries Urged to Aid Share the Home Drive

Chambers of Commerce and private industries of the San Francisco Bay Area are urged by the San Francisco Bay Area Public Relations Conference to co-operate on the campaign to increase housing space available for service personnel and war workers by carrying the appeal to "Share Your Home" in all publicity media.

The campaign, which will run during the month of February, has been planned by the Conference which will supply all informative material needed.

● The Victory Advertising Committee is directing advertising phases of the drive, and will supply mats to be incorporated with individual firm and organization advertisements or publications.

Importance of the drive was stressed at a kick-off luncheon, February 1, sponsored by the Public Relations Conference, at which time Vice Admiral J. W. Greenslade, Co-ordinator of Resources, Western Sea Frontier; Major General H. C. Pratt, Commanding General, Western Defense Command; and Preston L. Wright, Director of Region VI, National Housing Agency, pledged co-operation of the Navy, Army and Housing Agency.

1944 Mineral Production In State of California Achieves Record High

California's mineral production in 1944 exceeded \$451,553,000, according to a report considered by the San Francisco Chamber's Mining Committee and announced today by the committee.

● The 1944 estimate has been developed by the Statistical Section of the State Division of Mines under the direction of Walter W. Bradley, State Mineralogist.

Over 60 mineral substances contributed to California's production in 1944, the output setting a new record and being over 25 million dollars greater than for 1943. Major gains were made in petroleum and natural gas yields.

● Output was made up as follows in 1944, according to the estimate:

\$	3,972,000	(113,500 fine ozs.) gold.
	543,000	(763,700 fine ozs.) silver.
	3,236,000	(24,150,000 lbs.) copper.
	875,000	(11,076,000 lbs.) lead.
	1,766,000	(15,767,000 lbs.) zinc.
	2,716,000	(24,250 flasks) quicksilver.
	10,825,000	other metals including chromite, iron ore, manganese ore, molybdenum ore, platinum group metals, and tungsten ore.
323,432,000		(310,992,000 bbls.) petroleum.
31,468,000		(499,500,000 M. cu. ft.) natural gas.
22,505,000		(14,970,000 bbls.) cement.
18,500,000		miscellaneous stone.
3,900,000		brick and hollow building tile.
915,000		other structural materials, including granite, magnesite, marble, sandstone, and slate.
10,700,000		miscellaneous industrial materials.
16,200,000		salines, including borates, potash, iodine, salt, soda, and others.

\$451,553,000 Total.

1945 Officers of San Francisco Municipal Conference Elected

Officers of the San Francisco Municipal Conference to serve during 1945 were announced last week with J. Arthur Younger, executive vice-president, Citizens' Federal Savings & Loan Association, re-elected Chairman.

R. D. McElroy of R. D. McElroy & Son is vice-president, and D. P. Street of the San Francisco Chamber of Commerce, secretary.

Brotherhood Week

National Brotherhood Week will be observed February 18-25, according to an announcement by Superior Judge Robert McWilliams, San Francisco Chairman, National Conference of Christians and Jews, sponsor of the observance.

"Responsibilities and Opportunities of American Business"

A STIRRING AND FORCEFUL TALK

BY

PAUL G. HOFFMAN

PRESIDENT, THE STUDEBAKER CORPORATION

Chairman, National Committee for Economic Development

as luncheon speaker

On one of America's most vital subjects—its future and your part in it

Wednesday Noon, February 21, 1945

ROSE ROOM

PALACE HOTEL

**Tables are not reserved, but tickets must be purchased in advance. As there is only a limited number of tickets available, members are urged to send in acceptances immediately.*

Sponsored by:

COMMITTEE FOR ECONOMIC DEVELOPMENT
NORTHERN CALIFORNIA CHAPTER
in cooperation with the
San Francisco Chamber of Commerce

SAN FRANCISCO CHAMBER OF COMMERCE
333 Pine Street, San Francisco 4, California

Please reserve.....place(s) for me at \$2.05 each at luncheon honoring PAUL G. HOFFMAN on Wednesday, February 21, 1945, in the Rose Room, Palace Hotel, at 12 noon. (Kindly enclose self-addressed envelope for forwarding tickets.)

Name.....

Firm.....

Address.....

Check
Enclosed

\$.....

*At Luncheon in

The Rose Room Palace Hotel

Wednesday noon

February 21, 1945

Price \$2.05 per plate
{ \$2.00 plus 5c tax }

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511 and refer to the Trade Tip's number.

3757 DISTRIBUTION IN LATIN AMERICA—J. M. Avenando, 89 Broad Street, New York, is preparing to handle distribution of products of American manufacturers in Colombia, Venezuela and other South American countries. They are prepared to give advice, results of research investigations abroad, etc.

3758 SARDINES FOR MEXICO—American Trading Co., So. S. de R.L., Av. Juarez No. 30, Mexico D.F., is anxious to contact suppliers of canned sardines and salmon in large quantities for consumption in Mexico. Contact World Trade Department for particulars.

3759 MEXICAN CIGARS—Almacenes Modernos, S.A., Av. Isabel Catolika 24, Mexico, D.F., has supply various types of cigars. Will submit offer and samples to interested parties.

3760—TRADE WITH BRAZIL—Imaoco Silva & Cia., Rua Sa e Albuquerque, 517, Macio-Alagoas, Brazil, wish to export sugar, cotton, castor seeds, hides and skins, maize, starch, lumber, alcohol and sugar cane rum; and to import flour, codfish, petroleum products, caustic soda, paper, wire and sundries. Are also able to act as representatives.

3761 REPRESENTATION IN URUGUAY—Jose Caraco, a broker and representative located at Av. Mariscal Estigarribia 924 Montevideo, Uruguay, is able to supply a large line of Uruguayan goods and wishes to represent American manufacturers and exporters in a ready market in Uruguay.

3762 MEXICAN SILVER JEWELRY—The Ana Sosa Mexican Silver Jewelry, which includes rings, earrings, bracelets, necklaces and pins available in matched sets, is offered for exportation by Phelps y Vard, S. de R. L., Nos. 305 y 306 Edificio Banco Nacional, C. Juarez, Chih., Mexico; also available are Mexican silver cigarette lighters and metal safety rust-proof razors.

3763 TRADE WITH URUGUAY—C. Lulow & Cia., Ayuda, Agraciada No. 1442, Montevideo, Uruguay, offers leathers, wools, tallow and factory products for exportation; and seeks farming machinery, canned foods, textiles, dyes and general manufacturers for importation.

3764 EXPORTATION AND REPRESENTATION IN VENEZUELA—C. Salazar Sere, 3 Charlotte Street, Port-of-Spain, Trinidad, is opening a branch in Caracas, Venezuela, and wishes to contact local manufacturers and exporters for the importation of the following articles: electrical appliances, canned goods, drugs, textiles, hosiery, building materials and proprietary medicines; also wishes to act as agent and distributor.

3765 REPRESENTATION IN VANCOUVER, B. C.—Mr. Leonard J. Lafferty, 2030 Haro Street, Vancouver, B. C., wishes to represent firms in the Canadian market dealing in cosmetics, household appliances and necessities.

3766 EXCLUSIVE DISTRIBUTORS FOR LATIN AMERICA—Suarez Trading Co., 89 Broad Street, New York 4, N.Y., wish to act as exclusive distributors in the Latin American countries of California manufacturers of hardware, tools, general merchandise, plastic and steel construction materials and electrical appliances.

3767 IMPORTATION AND REPRESENTATION IN CHILE—Gazeta & Rodriguez, Ltda., Valentin Letelier 1331, Santiago, Chile, wish to import directly on their account or to represent United States manufacturers of automobiles, radios, agricultural equipment, sewing machines, textiles, heating equipment, pharmaceuticals, plastics, linoleum, electrical materials. For full particulars contact the World Trade Department.

3768 CANNED FRUITS FOR PUERTO RICO—J. Serra & Compania Sucr., P. O. Box 1427, Ponce, Puerto Rico, seeks connections with packers and dealers of California canned fruits, vegetables and fruit juices in carload lots. If unable to supply at present will be interested in business for coming packing season.

3769 TRADE WITH PALESTINE—Arabian Star Trading Co., Ltd., P. O. Box 54, Nablus, Palestine, is interested in importing textiles, underwear, foodstuff, silverware, crockery, plate glass, radio and parts, electrical materials, industrial, agricultural and building materials and sanitary and water supply fittings and exporting hides, raw wool, mother of pearl and curiosities, and "NABULSI" pure Olive Oil Soap.

3770 CALIFORNIA TALCUM FOR VANCOUVER, B. C.—Cosmetic and paint grade California Talc, desired by Overseas Commodities Limited, 1258 Hornby Street, Vancouver, B. C.

FOREIGN TRADE TIPS—Continued

3771 FIJIAN MERCHANDISE—J. Swinbourne, Box 59, Suva, Fiji, wishes to export Fijian tapa cloth (native manufacture), Fijian shells, native hula (grass) skirts and local curios.

3772 REPRESENTATION IN PANAMA, COSTA RICA AND COLOMBIA—Importadora Centro-Americana desire exclusive agency products in Panama, Costa Rica and Colombia. Address communications to: George M. Wenzel, Jr., P.O. Box 720, Diabolo, Canal Zone.

3773 REPRESENTATION IN SWEDEN—S. Cyron, E. Cyron, Skappargatan 28, Stockholm, Sweden, are interested in representing American manufacturers of various products. Get in touch with World Trade Department for list. They wish also to export various Swedish goods which include wooden articles, wood pulp, paper, cellulosa and furs.

3774 MEXICAN TRADE—Peanut, macerpanes and medical herbs are offered for exportation from Mexico by A. Montiel, Altamirano 43-2, Mexico, D. F.

3775 REPRESENTATION—Cecil S. Brown, Pago Pago, Tutuila, American Samoa, seeks to be represented in San Francisco.

3776 REPRESENTATION IN PERU—W. H. Brown, Apartado 2676, Lima, Peru, wishes to act as sales representative on commission basis for manufacturers dealing in the following lines: automobiles, electrical, radio, tools, builders' hardware, paints and machinery.

3777 CIGARS FROM PUERTO RICO—Arka Cigar Co., Apartado de Correos No. 745, Mayaguez, Puerto Rico, wish to contact wholesale firm interested in purchasing Puerto Rican hand-made cigars.

3778 BUSINESS ENGINEERING SERVICE IN MEXICO—Investigaciones Economicas De Mexico, Apartado 8111, Mexico, D. F., established to conduct the following services: market analysis, organization of companies, organization of sales, management service, sponsors, law, etc., offer their facilities to U. S. A. companies.

3779 REPRESENTATION—Mr. Felix A. Aguilar, San Juan, Puerto Rico, desires to represent San Francisco manufacturers seeking connections in Puerto Rico, Santo Domingo and the Virgin Islands.

3780 REPRESENTATION IN CUBA—Julian Arcees, Jr., 253 Muralla Street, La Habana, Cuba, wishes to represent United States manufacturers of consumer goods of all kinds.

3781 STEEL BARS FOR MEXICO—Two carloads of steel bars for building construction is desired by Comestibles, S. A., Apartado No. 22, Nogales, Sonora, Mexico.

3782 TRADE WITH ITALY—Pafes Co., Ltd., Via Mariano Fortuny, 20 Rome, Italy, desires to make connections for resumption of trade relations. Have specialized in large line of exports. For list contact World Trade Department.

3783 REPRESENTATION IN COSTA RICA—Herbert Altschul, Apartado H, San Jose, Costa Rica, desires to represent in Costa Rica a manufacturers' broker who purchases job lots, liquidated and bankrupt lots of all types of merchandise from the smallest item to the largest.

3784 AGENCY IN FRANCE—Compagnie Des Agents De Vente De L'alimentation, 45 Rue D'Hautville, Paris, has under its management 70 agents specialized in the food and drinkable lines and wish to represent American firms. Agency established in Serbia are interested in all raw material or manufactured goods such as textiles, machinery, tools, etc.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details, contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6088—Bruce B. Thurman, 20 Pemberton Square, Boston 8, Mass., is desirous of contacting manufacturers that are interested in a representative on the East Coast.

D-6089—R. M. Entreklin & E. H. Shafer, 11373 Homedale St., Los Angeles, Calif., interested in acting as sales representative on the West Coast. Can fully finance establishment and operation of business, and would like to be sole-agent, percentage arrangement.

D-6090—Fluorescent Specialties Co., 3793 Keokuk St., St. Louis 16, Missouri, wants a good salesman to represent them selling their "Magic Tong-Lite," a switch plate radiant outline. Will grant exclusive territories and guarantee sales.

D-6091—A. H. Kory, 1829 Adams St., Toledo, Ohio, interested in distributorship or a proposition that could be worked by mail.

D-6092—Consolidated Sales Agency, Louis R. Tarbeville, 6814 Robin Road, Dallas 9, Texas, would like to act as Manufacturers Agent for industrial lines to sell in the Southwest. New machines, materials, service, and old established lines are in order. They call on wholesale hardware, plumbing, machinery and chemical accounts.

SPECIAL NOTICE: The Astoria Chamber of Commerce has communicated with the San Francisco Chamber, stating need for a first class sea food restaurant to be located somewhere along the Astoria waterfront. Interested members may contact Alex Hetzel, secretary, Astoria Chamber.

C of C Representatives at Supervisors' Meeting

Attending the Board of Supervisors' meeting, Monday, February 5, was:

Kenneth D. Dawson, member San Francisco Chamber Board.

The San Francisco Chamber of Commerce

333 Pine St., San Francisco 4

EXbrook 4511



Bay Region Business

PUBLISHED BY THE

SAN FRANCISCO CHAMBER OF COMMERCE

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Hoffman, CED Chairman, to Speak at Lunch Here Feb. 21

Paul G. Hoffman, national chairman, Committee for Economic Development, and president, Studebaker Corporation, will be luncheon speaker at an all-day CED Job Action Clinic to be held February 21 at the Palace Hotel.

The luncheon is sponsored by the Northern California chapter of CED, in cooperation with the San Francisco Chamber of Commerce.

- **Hoffman**, who instituted the nationwide CED movement to provide high employment levels after the war through the encouragement of small business, will speak at the luncheon session of the all-day meeting.

His subject will be the present opportunity for business leaders and the small businessman to set the peacetime stage for 7 to 10 million more jobs than before the war.

- **The luncheon session**, under the chairmanship of Charles Page, CED San Francisco Community Chairman, will include a summary of Northern California postwar employment survey by R. E. Fisher, CED Regional Vice-Chairman, and the talk by Hoffman.

S. F. Plans Welcome for Heroes of Bataan At Meeting Monday

Plans for a welcome-home celebration for returning heroes of Bataan were formulated at a meeting of the executive committee of a Citizens Committee appointed by the Mayor for that purpose Tuesday, February 13, in the Chamber of Commerce building.

Henry F. Grady, president, San Francisco Chamber, is chairman of the committee.

The group is formulating celebration plans to be ready to go the instant San Francisco learns that heroes will arrive.

The War Department has assured notification as to whether allied prisoners of war will be returned through San Francisco as soon as possible in reply to a wire from Grady.

Grady Offers C of C Aid for Arrangements World Security Meet

Selection of San Francisco as headquarters for the World Security Conference beginning April 25 is an honor of the highest kind, according to Mr. Henry F. Grady, president of the San Francisco Chamber of Commerce.

- **Facilities** of the San Francisco Chamber of Commerce have been placed at the disposal of the conference in a telegram to President Franklin D. Roosevelt.

Text of the telegram is:

"San Francisco proud to have been chosen as city for history making Allied Nations Conference in April. San Francisco Chamber of Commerce places at disposal of our government its full facilities and services in connection with plans for meeting."

Bay Area Highway Conference To Be Held In S. F. Friday

A luncheon conference to consider need for a better and more direct through highway to serve the Stockton-Contra Costa County-Bay Area will be held in San Francisco, Friday, February 16.

- **The luncheon**, sponsored by the Contra Costa County Development Association and the Stockton and San Francisco chambers jointly, will be held in the San Francisco Commercial Club.

The conference will serve to bring together those most interested for a reappraisal of existing highways serving this region in the light of the many recent developments there.

Surplus Property

Until 10:00 A.M., February 27, the Navy Material Redistribution and Disposal Administration, 785 Market Street, will accept bids on 237 unused rubber inner tubes. While these were made for airplane wheel use, they have possible use in a 7.50 x 10 industrial tire.

S. F. Chamber Forms Iron and Steel Section; Edward Soule is Head

Formation of an Iron and Steel Section of the Industrial Development Committee of the San Francisco Chamber was announced last week with Edward L. Soule, president, Soule Steel Company, as chairman.

- **Members of the committee** assembled for their first meeting last week as guests of Soule.

"Steel will play an ever more important part in the future development of industries in the San Francisco Bay Area and throughout the western states," Henry F. Grady, chamber president, told the committee.

- **The importance of economics** in the steel situation in the west was stressed by Soule in outlining community aspects of many problems concerning production and availability of steel in the west which are to have the attention of the Section.

Steel producers, steel fabricators, banks and other interests concerned with the expansion of western facilities to produce steel and to fabricate diversified products from it are represented on the Section.

In addition to Grady and Soule those present at the initial Section meeting were as follows:

Francis S. Baer, Bank of America
Wakefield Baker, Baker and Hamilton
F. J. Chittenden, Walworth California Company
Charles Dais, Joshua Hendy Iron Works
F. B. DeLong, Columbia Steel Company
Joseph Eastwood, American Forge Company
Charles J. P. Hoehn, Enterprise Engine and Foundry Co.
F. T. Letchfield, Wells Fargo Bank & Union Trust Co.
T. A. Maas, Bothin Real Estate Company
Charles E. Moore, Joshua Hendy Iron Works
William Moller, Rheem Mfg. Company
A. B. Ordway, Iron and Steel Division, Kaiser Company, Inc.
R. D. Plagenman, Western Pipe and Steel Company
S. C. Pohlmann, The California Wire Cloth Corp.
Charles M. Romanowitz, Yuba Manufacturing Company
Howard Schirmer, Steel Fabricating Div., Bethlehem Steel Co.
J. H. White, Shell Oil Company, Inc.
G. L. Fox, Manufacturing Department, San Francisco Chamber of Commerce



San Francisco County 1944

This list of industrial expansions in San Francisco County during 1944 was compiled by the Industrial Department of the San Francisco Chamber of Commerce. Additions to this list will be published monthly in "Bay Region Business."

Over \$7,795,000 will be invested in new industrial enterprises in San Francisco, according to announcements made during 1944 and tabulated by the Industrial Department of the San Francisco Chamber of Commerce.

● **Gains**—During the year, San Francisco gained 48 new factories while 55 established plants were expanded through investments aggregating \$1,699,000.

New and expanded projects tabulated for the year will represent an estimated outlay aggregating \$9,494,000. Approximately 16,566 factory jobs are involved in the 103 new plants and expansions.

While the increased tempo of San Francisco industrial development reflects the constantly growing demand for war materials, many of the 1944 projects have been designed with a view to the postwar period and it is reported that prospects for 1945 are equal to or better than those experienced last year.

A month by month account of San Francisco's 1944 industrial growth follows:

● January

Export Packaging Corp., main office 555 Bryant St. A new corporation packing to Government specification for overseas shipment to armed forces. Has four plants with total of 100,000 sq. ft. floor space, and employs 350 persons. A. Page Mallard is general manager.

C. W. Smith Copper Works, 16 Washington St., manufactures everything in copper for ship installation, caming and packing plants, connectors, etc. Occupies 7,000 sq. ft. floor space and has 26 employees. C. E. Wilcox is new owner of this business which was closed for several years.

Golden West Plating Works, 60 Juniper St., a new 8,000 sq. ft. branch plant fulfilling A. A. F. plating contracts. has 40 employees, according to C. R. McDonald, manager.

Christie Machine Works, Harrison & Main Sts., expanded plant with 6,000 additional sq. ft. at a cost of \$10,000.

King Ganslight Co., 667 Howard St., started remodeling of building of 12,000 sq. ft. for removal and expansion of plant.

Bertrand's Lithograph & Printing Co., 451 Bush St., moved business to this address, tripling the floor space over former location and adding 8 new employees.

● February

Cerrising Welding Co., 276 11th St., rented 16,000 sq. ft. building for new welding and repair shop, employing 6 persons.

Tovcraft Company, 102 Clay St., leased 1,600 sq. ft. store room for Government contract work, according to R. Henkins, manager.

Matson Navigation Co., 500 Beale St., expanded facilities at this address to include a sheet metal and carpenter shop of 19,000 sq. ft. at a cost of \$100,000. This plant employs about 100 persons. J. B. Thompson is manager of maintenance and repair.

Wieland & Son, 1925 Bryant St., purchased 10,000 sq. ft. building for consolidation and 10% expansion of sheet metal business. Roy Wieland says they are sub-contractors in Government building projects.

Greative Metals Co., 50 Shipley St., manufacturing ship parts, started alterations to building for additional factory space to expand production.

● March

Tide Water Associated Oil Co., 1169 Bryant St., started alterations to building for new 17,000 sq. ft. tire recapping plant costing \$25,000, to handle work for service stations. William Ellert is manager.

Metron Reed Co., 519 California St., is a new \$25,000 corporation, the first of its kind to employ modern production methods in the exclusive manufacture of musical instrument reeds. W. Setchel is manager.

Federal Mogul Corporation, 250 14th St., expanded plant facilities at a cost of \$20,000. This plant manufactures bearings for diesel engines, turbines, and pumps. R. A. Watson is general manager of the Western Division.

Industrial Hard Chrome Plating Co., 1820 Folsom St., started a new factory building, at a cost of \$8,000, increasing the plant floor space by 3,000 sq. ft. L. J. Burley is manager.

Garter Furniture Co., 2137 Mission St., leased 10,000 additional sq. ft. to manufacture furniture for own retail trade.

Pioneer Soap Co., 18th & Carolina Sts., commenced alteration to factory building to include new glycerine plant, expanding the floor space 1,500 sq. ft. H. F. Bernhard is president.

Photo & Sound, Inc., 606 Montgomery St., leased store for expansion and consolidation of film production division. B. D. Herd is president.

● April

F. E. Booth Company, Inc., 3240 3rd St., started erection of new 10,000 sq. ft. cannery building for reduction of sardines. This plant now has 30 employees and will eventually employ up to 200 persons. T. D. Sanford is manager.

Andrew A. Polla, 74 Tehama St., leased 6,000 sq. ft. building for new heating and ventilating manufacturing business. This firm employs 65 persons, and has plumbing contracts with the Navy.

Sawley Stores-Meat Packing Plant, 1400 Evans Ave., is a newly organized slaughtering plant for the Sawley Stores, employing 24. F. D. Cummings is manager.

Wesix Electric Heater Co., 390 First St., expanded facilities to include 15,000 additional sq. ft. floor space, according to Wesley W. Hicks, president.

Kingswell Bros., Ltd., 444 Nattina St., started construction of a 5,700 ft. factory bldg. costing \$23,000, for consolidation of operations. This firm is engaged in handiwork for war production. G. R. Scott is general manager.

Pacific Radio Crystal Co., 1158 Sutter St., began alterations for removal and expansion of 13,000 additional sq. ft. for manufacturing operations. This expansion provides for the addition of 50 employees to the payroll. A. C. Matthews and Gerald A. Stoff are partners in this firm.

Golden State Co., 962 Battery St., purchased 70,000 sq. ft. building, formerly Kraft's manufacturing plant, for expansion. Grover Turnbull is general manager of the Golden State Co.

Bentzen's Cookies, 2700 Geary Blvd., leased 2-story building for removal and expansion of baking plant. The new location increases company's floor space 8,000 sq. ft., and provides for 58 additional employees. Clifford H. Andersen is president.

Ets-Hokin and Galvan, 549-51 Mission St., started alterations to 18,000 sq. ft. building for removal and consolidation of operations. This firm is doing electrical work for small ship builders at many locations on the Pacific Coast.

Clear Print Paper Co., 673 Folsom St., purchased adjoining 3,000 sq. ft. building for expansion of business.

Larry Barrett Tire Co., 546 Howard St., commenced alterations for expansion of tire rebuilding plant, increasing floor space 3,000 sq. ft. and adding 7 new employees.

● May

Donato Bindery, 407 Sansome St., established new book binding plant with 2,400 sq. ft. floor space, according to J. J. Donato, partner.

Mrs. F. E. Sloan, 3673 Sacramento, is manufacturing oil products, shower caps, etc.

The Alroy Packing Co., 449 Washington St., leased 1,500 sq. ft. building to manufacture mustard sauces, etc. Leroy M. Cramer and Alexander Grenich are partners.

D. & M. Gold Knitwear Manufacturing Corp., 611 Mission St., filed two new \$50,000 corporations for expansion of manufacturing business.

Le Fiell Co., 1469 Fairfax Ave., manufacturers of meat packing equipment, commenced alterations and installation of new equipment for expansion of facilities, to include 2,160 additional sq. ft. floor space. S. N. Le Fiell is owner and general manager.

National Steel Fabricators, N. Bryant & E. 8th St., erected addition of 6,000 sq. ft. to plant for expansion of facilities. F. L. Ashby, manager, says that 10 new employees were added.

Stynamite Co., 1034 Geary St., leased 2 stories for removal and expansion of cleaning fluid manufacturing business. 7,000 additional sq. ft. are available at new location, according to Mr. Stein, owner.

● June

China Aircraft Corp., 15th & DeHaro Sts., started construction of 80,000 sq. ft. aircraft plant, the first of its kind in the world. It is said this \$250,000 corporation will ultimately employ 3,000 Chinese workers in the manufacture of sub-assemblies for Douglas Aircraft Co., and will train production personnel for China's future aviation industry. B. S. Fong is president and Dr. S. C. Hu, the founder, is secretary of the board, vice president and chief engineer.

Western Crown Cork and Seal Corp., W. Bayshore, bet. Sunnyvale and MacDonald Aves., purchased 33 acre site for a new plant for expansion of production facilities, at a capital outlay expected to exceed \$2,000,000. The new plant will initially employ 250 more persons than present plant, and it is understood that the payroll will thereafter increase as the Company's future expansion plans materialize. Outstanding among this corporation's far-sighted postwar plans is a project to sponsor commercial cultivation of domestic cork in California where climate and soil correspond to the Mediterranean areas which have hitherto been the only source for this important product. Russell Gowan is president of the corporation.

Metal Products Fabrication Co., 244 Fremont St., started alterations on 4,000 sq. ft. building for new design engineering and machine jobbing plant, to employ 10 persons. W. M. McNaught is manager.

George E. Worrell, 324 Clay St., leased 2,000 sq. ft. second floor for manufacturing of toys.

Schlesinger Jewelry Co., 210 Post St., leased Room No. 710 Shreve Bldg. for jewelry manufacturing business.

Feedstuffs Processing Co., 319 11th St., processes animal food concentrates. The plant has 20,000 sq. ft. floor space and employs 5 people. Glen R. Harrison and George R. Johnson are partners.

Premiere Olive Oil Co., 712-14 Sansome St., is the distributing office and packing plant for salad oils produced in this company's Orville manufacturing plant. Joseph Campanelli is owner and Paul Russo is San Francisco manager.

Marlon Cunningham, 347 Clay St., engaged in manufacturing of silk screen prints and frames, removed business to this address for expansion of facilities.

Industrial Exposures Revealed

● June—Continued

Colan Manufacturing Co., 25 Patterson St., executing war contracts for sheet metal and heating installations, started erection of warehouse addition to plant. Geo. Colan is general manager.

● July

B. & L. Ice Cream Co., 1631 Newcomb Ave., is a \$25,000 corporation engaging in ice cream manufacturing. David Balkin is manager.

Snow's Upholstering Shop, 2228 Lombard St., is a new upholstery business, doing considerable subcontracting on Army and Navy project. Adolph Snow, owner, says.

Dahl-Beck Electric Co., S. Mission, 90 W. Main, built 8,000 sq. ft. addition for expansion of marine electrical business. W. Beck is president.

California Ink Co., 545 Sanson St., has taken over the Rotogravure Ink Co. with plant in South San Francisco. Company's postwar plans call for consolidating manufacturing operations at their main plant in Berkeley, according to Paul Derby, manager.

Staples & Pfeiffer Mfg. Co., 528 Bryant St., leased 2,500 sq. ft. warehouse space at 519 2nd St. for expansion of operations. This company manufactures marine gas and oil burners.

Coast Metal Products Co., 1380-86 Bush St., leased 2-story building for removal and expansion of manufacturing business increasing floor space 10,000 sq. ft. This firm is on a 100% program of manufacturing calipers for the Navy, according to C. P. Gilmore, assistant manager.

Freeman Fur Mfg. Co., 51 Grant Ave., have leased entire 4th floor for removal and expansion of business.

Moist-R-Proof Containers, 1960 Hayes St., purchased 2-story building for expansion of manufacturing business. 3,200 sq. ft. to 10,350 sq. ft., adding 20 employees to the payroll. This firm makes cellophane tubes, and liners for frozen food packaging, according to P. R. Kraft, assistant to president and general manager.

● August

Pacific Coast Industries, 444 Sacramento St., assembles and packs electric cables and assemblies for export. This firm has 10,000 sq. ft. floor space and employs 6 persons. Max E. Bauer is manager.

War Packing & Crating Co., 140 Hayes St., leased 10,200 sq. ft. building for new government packaging business with 80 employees. L. Buty is manager.

Gail-Winters Co., 3040 24th St., is a new business for manufacture of spring products for furniture and bedding, employing 4 persons. Harold E. Gail and George Winters are partners.

Coast Service Company, 1253 Bush St., leased 3,000 sq. ft. building for repair of life jackets for the Navy. 12 persons are employed, according to the partners, M. E. Fambini and A. E. Boccelleri.

Farmers Rice Milling Co., with offices at 503 Market St., is a new \$150,000 corporation engaged in milling of Northern California rice. This company's plant is located at Front & P Sts., Sacramento. George D. Mengola is president.

Silgo Jewelry Manufacturing Co., 233 Post St., is a new \$75,000 corporation with offices at the above address.

Federal Manufacturing Co., 402 Battery St., is a new firm engaged in manufacturing war clothing. Theodore S. Yip is owner.

Calif. Research Corp., 200 Bush St., a subsidiary of Standard Oil of California, have their administrative and accounting offices at this address. Laboratories at Richmond and Los Angeles do chemical and petroleum research.

Weeks, Howe & Emerson Co., 523 Folsom St., leased 10,000 sq. ft. ground floor for new wire rope division. This division assembles and manufactures various types of slings used in marine operations. E. Vogel is manager.

Milo Mfg. Co., 2255 Bush St., leased 10,000 sq. ft. building for removal and expansion of business. This firm manufactures floor lamps during peace time, but has been making machine parts under war contracts. B. S. and M. Milobich are proprietors.

Regal Amber Brewing Co., 675 Treat Ave., started alterations for installing additional refrigeration at a cost of \$20,000.

● September

Apparel City, 200 ft. from Bayshore Highway, at Industrial, Oakland & Loomis Sts. Plans were completed to purchase 25 acre site for this gigantic 29-building apparel manufacturing center which will be paramount among San Francisco's postwar projects. The grounds will be beautifully landscaped, and complete facilities will include recreation center, shopping center, service station, parking lots, dining rooms, and a large auditorium for fashion shows and merchandise displays. The project will be financed by members of the apparel industry only, and it is said the total cost will exceed \$400,000. M. Dorman is president of the board of directors, and Fred Pruter is president and business manager.

Cinima Confection Co., 466 Eddy St., is a new confection manufacturing concern.

Thompson Aircraft Tire Corp., 601 Minnesota St., a \$35,000 corporation, is the first of its kind in the United States, engaged in retreading aircraft tires. This firm will retread 1½ million airplane tires annually, according to Walter Schlittmann, manager.

Kaler-Armour-Maffee Co., 80 Duboce St., is manufacturing metal cable racks and hangers under contract with the Maritime Commission, Navy and Army, occupying 5,500 sq. ft. floor space and employing 20 persons.

Standard Manufacturing Co., 334 So. Van Ness Ave., is manufacturing electrical products under Government contracts. J. B. Williams is manager.

Glasray Process Co., 520 Bay St., a new \$25,000 corporation, has developed new metal spraying process which is enthusiastically accepted by war production industries. Earl R. Evans, general manager, says this firm plans a large expansion program for 1945.

Pacific Crating Co., 755 McAllister St., occupies 3,600 sq. ft. building and employs 12 persons in Government packaging for overseas. William R. Schultz and Perry H. Phelps are partners.

Brommels Pharmaceutical Co., 1235 Satter St., commenced alterations to 12,000 sq. ft. building for new drug specialty manufacturing plant, employing 15 persons. H. L. Menke is manager.

Pacific Coast Plastics Co. is a new \$50,000 corporation for manufacturing special plastic items. Plant site is not yet selected according to W. B. Poyner, one of the directors.

General Electric Co., 361 Bryant St. San Francisco expansion of this company in 1944 included a new 35,000 sq. ft. plant for rebuilding electric motors at 1018 Harrison St. and a lease on 9,300 sq. ft. building at 234 7th St. for manufacture of electrical appliances for war production.

Geertz Printing Co., 76 Clay St., leased 2 floors for removal and expansion of business, doubling floor space over old location. Morris Geertz is proprietor.

Swift & Co., Ice Cream Division, 420 6th St., completed addition of 5,000 sq. ft. to manufacturing plant. Mr. Holbert is manager.

J. D. Christian Engineering Co., 480 Potrero Ave., manufacturers of complete deck machinery and hoisting equipment, have launched a major program for expanding operations, which entails the addition of 20,000 sq. ft. of floor space to Potrero plant, according to J. D. Christian, president.

M. Greenberg & Sons Brass Foundry, 765 Folsom St., started alterations to foundry at Alice & Shipley Sts. to fireproof the structure and add 5,000 sq. ft. floor space.

Shipstead & Johnson Ice Follies, 2375 Post St., purchased 20,750 sq. ft. building for costume and scenery manufacturing and repair plant. San Francisco is headquarters for the nationally famous Ice Follies.

● October

Arga Packaging Co., 55 Duboce Ave., leased 11,000 sq. ft. for new factory to manufacture special waterproof bags for overseas packaging, employing 3 persons. D. Anderson, M. C. Gilman and E. C. Rowley are partners.

Bobbies Modes, 425 Bush St., is a new dress manufacturing plant with 5 employees. Flora M. Allen is manager.

Ben Bow Manufacturing Co., main office 582 Market St., is a new \$200,000 corporation leasing plant in South San Francisco for manufacture of insulated electric conductor systems, according to J. T. Jacobs, director.

San Diego Packing Co., 320 California St., is a new \$275,000 corporation, to build a tuna packing plant in San Diego, according to E. M. Darrimon, one of the directors.

Prime Foods Co., 704 Sansome St., have leased 10,000 sq. ft. building to manufacture Italian sauces and specialties. G. E. Sampietro and J. B. Lischetti are proprietors.

Taypro Corporation, 701 Mariposa St., manufacturing tackle blocks and cable cutters, expanded facilities to include 25,000 sq. ft. additional sq. ft. of floor space. James Taylor is President.

Sullivan Awning Co., 801 S. Van Ness Ave., started alterations to building for removal and expansion of awning manufacturing plant.

Keystone Bros., 755 Mission St., leather products manufacturers, report new alterations to building and a general 2-year expansion program to cost in excess of \$50,000.

George T. Gerhardt Co., Inc., 1030 Golden Gate Ave., began repair of fire damage and alterations to expand facilities of forage plant.

● November

Golden Gate Sausage Co., 404 Davis St., leased 3,500 sq. ft. for new sausage manufacturing business, according to Frank Sorba, one of the partners.

Ship Structures is a new \$25,000 corporation which has developed a type of design for small craft. Plant site is not yet selected, according to R. E. Rich, one of the directors.

J. A. Cariani, 332 Broadway, has applied for permit to operate sausage factory at the above address.

Kern Cabinet and Mattress Shop, 401-1 Clement St., is a new concern specializing in cabinet making. Max Kern is owner.

La Haye Mfg. Co., 87 Brady St., engaged in manufacturing cash registers for the undertaking business, is expanding facilities to take care of increased production. H. McMahon and P. G. Gribble are partners.

Schmidt Lithographing Co., 151-61 Bryant St., purchased 96,000 sq. ft. 4-story building adjoining plant for future expansion.

● December

R. & G. Planing Mill, 2845 Oakdale Ave., is a new 11,000 sq. ft. plant, engaged in cabinet making for residential housing. W. D. Richardson and W. C. Garland are partners.

J. T. Rankin, 2320 Judah St., is engaged in manufacturing small decorative ornaments from glass.

Mannings, Inc., 363 Brannan St., has leased 4-story 80,000 sq. ft. building at 10th & Howard Sts. for postwar roasting plant. Plant is presently occupied by U. S. Army.

Shoher Horstendish Co., 461 Hayes St., expanding facilities to take care of increased production. 14 new employees were added to payroll in 1944, according to P. O. Weber, manager.

Shaw Manufacturing Co., 334 So. Van Ness Ave., increased machine shop production facilities and added 5 employees to payroll.

The Monogram Co., 3264 Mission St., purchased building at 1244 Larkin St., for future expansion of paper and plastic products manufacturing business. P. M. Parker is manager.

National Biscuit Co., 815 Battery St., completing a 2-year expansion program, doubling the operating capacity of the plant. Approximately 300 employees have been added to the payroll, according to W. F. James, manager of the bakery.

Mierson Wood Products Co., 951 Howard St., moved offices and metal department to this address, expanding the company's floor space 11,000 sq. ft., making room for additional equipment and increased production. A. Mierson is head of the company.

Consolidated Cover Co., 15 Williams Ave., resumed completion of 5,000 sq. ft. warehouse, started before the war, for more efficient utilization of space and manpower. E. R. Crebbs is manager.

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511 and refer to the Trade Tip's number.

3785 REPRESENTATION IN ECUADOR—Antonio Pages Salcedo, Eloy Allaro No. 309, Apartado No. 95, Guayaquil, Ecuador, wishes to handle Spanish language publications, cosmetics, and medicinal products.

3786 WHEAT AND FLOUR EXPORTS TO PERU—Miguel Pons, Jiron Camana No. 592, Lima, Peru, wants to obtain best possible export quotations on shipments of wheat and flour to Peru. Believes he can charter, if necessary, the ships to go directly to United States, load, and return to Peru. For further particulars and references get in touch with World Trade Department.

3787 REPRESENTATION IN PALESTINE—Those wishing to extend their export business in Palestine, along any lines with the exception of machine and building materials, are asked to write W. A. Henderson, Sansur Bldg., Jerusalem, Palestine. Firm also covers the Near and Middle East.

3788 EXPORTS AND IMPORTS IN ARGENTINA—G. A. Dickinson, Bme. Mnt. 27, Buenos Aires, Argentina, offers for export to this country the following products: food products in general, ham, cold meats, cheese, butter, preserves, dried fruits, wines, hides, grains, suet, and fertilizers. Mr. Dickinson offers his services as representative for exports to Argentina, preferably manufactured articles, including plastics and synthetics.

3789 REPRESENTATION IN PORTUGAL—Ross & Diniz, Lda., Rua da Misericordia, 36-3 Esq., Lisbon, Portugal, is interested in represented American producers. Firm works with commercial organizations and also supplies municipalities, syndicates, schools, corporations, etc.

3790 REPRESENTATION IN ARGENTINA—In preparation for postwar trade, H. V. Reich, Casilla de Correo 1151, Buenos Aires, Argentina, wishes to represent factories in Argentina who are especially interested in nylon articles, glass products, alarm clocks, railroad equipment, playing cards.

3791 EXPORTS TO MEXICO—Santiago F. Greco, Antillas No. 415, Mexico, D. F., would like to handle the following exports to Mexico: aluminum candy wrappers, silvered and gilded paper, hypodermic needles, hypodermic syringes, egg products, wooden ice cream spoons, pasteboard spoons. In addition, Mr. Greco is anxious to obtain numerous canned food products and dried fruits. Full particulars will be given by World Trade Department.

3792 REPRESENTATION IN MEXICO—Marco Antonio Clotter y Furras, P. O. Box 2097, Mexico, D. F., would like to act as agent for American exporters and importers to Mexico and Central America.

3793 MEXICAN COTTON—Samples of raw and finished cotton from Mexico will be supplied by Louis Lenah, Ave. Reforma No. 519, Puebla, Mexico, who seeks American importers for his product.

3794 CHEMICAL PRODUCTS FOR ARGENTINA—The firm of "Sudimex," Cranner 3403, Buenos Aires, Argentina, would like to represent manufacturers and exporters of medicinal herbs, drugs, chemical products for industrial use, and gums.

3795 LEGAL SERVICE IN GUATEMALA—Julio Gomez Robles, lawyer, Avenida Hipodromo 64, Guatemala City, Guatemala, offers his services to San Francisco firms in any legal capacity desired: patents, claims, insurance, etc.

3796 SPANISH VEGETABLE GUM—Two vegetable gum products are offered for export by Burben, Av. Maria Cristina 11, Valencia, Spain. Firm is anxious to be represented in San Francisco and California region, offers references.

3797 CITRONELLA TRADE—Medicinal plants and roots, oil of citronella, mint, and other herbs may be obtained through the firm "Agencias Universales, de Saravia & Cia." Pasaje Ayacucho No. 19, Guatemala, C. A.

3798 ARGENTINE EXPORTS—American importers interested in obtaining wide variety of agricultural products, cheese, wines and liquors, hides, and candy may consult the firm of Dante Puchetti, Mercedes 475, Buenos Aires, Argentina.

3799 DRIED FRUITS FOR URUGUAY—H. C. Koch, Av. Agraciada 1448, Montevideo, Uruguay, is anxious to import California dried fruits. Would like full particulars as to conditions, prices and commission, requesting at same time samples of product.

Speakers Bureau Will Hold First Meeting Monday, February 19

Those interested in public speaking are invited to attend the initial meeting of the Speakers Bureau of the San Francisco Chamber of Commerce, Monday evening, February 19, 333 Pine Street, Room 206, from 5:15 to 6:15, according to J. Roger Deas, Chairman.

"The wartime successes, the postwar opportunities, the legendary past—all make San Francisco a colorful, exciting, interesting topic for public speakers," Deas said.

"The Bay Region's industry, shipping, commerce, labor, merchandising, hospitality, beauty, arts, are subjects hundreds of audiences have asked to hear."

"The information is available, the audiences are ready—lacking, however, have been enough prepared speakers and a clearing-house through which assignments can be made."

"The Chamber and its Speakers Bureau are solving these problems."

"Speakers are asked to file with the Chamber a list of their prepared talks, new speakers will be trained, a brochure of speakers will be made available to all Northern California organizations, assignments will be cleared through the Public Affairs Department, EXbrook 4511."

"The programs, plans for the speaking course, and your ideas how the Bureau can be made most effective will be discussed at this first meeting."

"Please extend the invitation to other Chamber members you believe will be interested."

S. F. Delegation to Steel Meet Announced

San Franciscans participating in the steel conference in Salt Lake City February 12-13, were as follows:

W. W. Hale, vice president, Southern Pacific Company, and F. T. Letchfield, Consulting Engineer, Wells Fargo Bank & Union Trust Co. (speakers at the conference).

Representing the San Francisco Chamber will be:

Roland Tognazzini, president, Union Sugar Company, chairman, Industrial Development Committee, Edward L. Soule, president, Soule Steel Company, and chairman, Iron and Steel Section of the Industrial Development Committee.

Louis B. Lundborg, general manager of the Chamber, G. L. Fox, manager, Chamber's Industrial Department.

Representing the California State Chamber of Commerce will be Herbert F. Ormsby, director, Research Department.

● The conference is sponsored by the Steel Committee of the Western States Council.

C of C Acts on Issues Bearing on Development West's Mining Industry

Resolutions favoring legislation to authorize mining loans by the Reconstruction Finance Corporation and court action to afford moratoriums on the obligations of mine operators were adopted by the San Francisco Chamber's Board of Directors last week on recommendation of its Mining Committee.

The Board also took action showing the necessity for careful consideration of mineral resources in proposed expansion of the Naval Ordnance Test Station at Inyokern, California.

In connection with authorization for the Reconstruction Finance Corporation to make loans for mining purposes, including maintenance, the Chamber endorsed S. 106 and H. R. 1768 now pending before Congress. The former was introduced by Senators Murray, Hayden and Scrugham and the latter by Congressman Engle of California.

Enactment of this legislation should tend to relieve problems caused by WPB order L-208 which closed down California gold mines.

● Because of wartime conditions, mine operators have been unable to comply with the terms of various obligations. In order to relieve the consequent problems, the Chamber urges the enactment of S. 425 and H. R. 1780, the latter having been introduced by Congressman Engle of California.

Merchant Marine Film Shown To Foreign Trade Association

A panoramic story of the American Merchant Marine from the days of the clipper ships down to the present, depicted by a full color sound slide film and prepared by Westinghouse Electric & Manufacturing Co., will be shown to the Foreign Trade Association of the San Francisco Chamber of Commerce at its regular meeting Monday noon, February 19, at the Fairmont Hotel.

● Frank E. Bodine, manager of the Company's San Francisco office, will deliver a brief talk at the meeting.

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WASHINGTON NOTES

● **Truck Tires**—The Defense Plant Corporation has authorized funds for additional facilities for the production of heavy truck tires. These new facilities at Oakland and Bowdon, Georgia, bring the total new heavy truck tire projects thus far announced to fifteen.

The Pacific Tire & Rubber Co., Oakland, has been given a partial authorization of one million dollars for new additions, wings and extra equipment which will eventually add an estimated 216,000 truck tires per year to the nation's output.

It is expected that initial production from the new facilities in Oakland will begin in May, according to the Rubber Bureau of the War Production Board.

● **Manpower**—More than 277,000 workers were placed in top-priority war plants in 1944 under the inter-regional recruitment program of the War Manpower Commission.

The great majority of workers who volunteered for critical war jobs in other parts of the country under the interregional recruitment program were placed in West Coast ship repair yards, shipyards building assault cargo and troop transports, B-29 and improved fighter aircraft plants, radar manufacture, heavy artillery shell casing and explosive plants, forges and foundries making components for heavy trucks and tanks, Army and Navy construction, coal mines, and secret military projects, WMC said.

● **Maritime**—Creation of a Contract Settlement and Surplus Materials Division has been announced by the United States Maritime Commission.

S. F. Chamber Supports Peninsula Cities Plea

Re-alignment of the El Camino Real was today recommended by the San Francisco Chamber of Commerce.

● **The Chamber urged** that the California Highway Commission and the Department of Public Works of the State of California take immediate action to complete plans therefor, showing width, type, and exact location of the highway.

The Chamber also asked that copies of these plans be furnished to interested peninsula cities.

● **In taking this stand**, the San Francisco Chamber Board of Directors answered requests from seven Peninsula cities that it support recommendations made by each of these cities, and by the Mission Street Merchants Association.

● **Immediate formation of plans** by the Highway Commission and Department of Public Works was urged because many of the postwar improvements planned by the Peninsula cities are contingent on the help of the Commission in establishing the alignment and width of El Camino Real through these communities.

After consideration of these recommendations, the Street and Highway Committee of the Chamber placed a resolution before the Board on the ground that the El Camino Real under present conditions is inadequate to handle present and probable postwar traffic.

J. Roger Deas Gets Birthday Present of C of C Membership

Something new in birthday presents—and one recommended highly by John Ek, manager, San Francisco Chamber's Membership Department—was the gift presented by Mrs. J. Roger Deas to Mr. J. Roger Deas.

On his 35th birthday, Monday, February 19, Deas received from Mrs. Deas, a brand new membership to the San Francisco Chamber of Commerce.

● **Deas is president** of the California State Junior Chamber; was formerly manager of the San Francisco Junior Chamber; and is secretary, San Francisco City Planning Commission.

He was recently appointed chairman of the Chamber's Speakers Bureau.

Boy Scouts Canvass Carrying Appeal to "Share Your Home"

San Francisco Boy Scouts are handling a complete house to house canvass of San Francisco carrying an appeal to every home owner to "Share Your Home."

● **Altogether 4,000** scouts and cubs are working on the canvass, and it is expected that by February 24th, 102,000 circulars carrying the message of the "Share Your Home" drive complete with all details on procedure and protection of landlords will have been placed in the hands of the city's home owners.

Commenting on launching of the canvass, John M. LaDieu, chairman of the San Francisco Bay Area Public Relations Conference, which is sponsoring area-wide campaign, declared, "These boys, their scoutmasters, and organization executives are going all-out in the effort to relieve a critical situation in the city of San Francisco—a situation which is retarding the war contribution of this community."

S. F. Chamber Pledges Support of Napa River Improvement Project

Support of a Napa River Improvement Project has been pledged by the San Francisco Chamber of Commerce on recommendation of its Transportation Committee.

● **The project would entail** removal of Horseshoe Bend and dredging of a 15 foot channel to the City of Napa.

The Chamber will actively support the project at a hearing which will be held before the District Engineer, U.S.A., in the near future.

National Affairs Clinic

The Chamber of Commerce of the United States yesterday held a National Affairs Clinic for Northern California Chamber representatives in San Francisco.

Stockton-Bay Area Highway Improvements Considered Here

Goodrich Co. Locates Coast International Office in San Francisco

A Pacific Coast office of the International Division of B. F. Goodrich Company has been located in San Francisco with John T. Staker as manager.

The new office will be headquarters for the tire and rubber manufacturing company's international activities on the Pacific Coast, according to Stanley W. Caywood, International Division general manager.

● The division has been set up by the company to be available and to service all companies doing international business.

The company plans to expand the division's operations on the Pacific Coast in the future, maintaining the San Francisco office as headquarters.

● Offices of the new Pacific Coast International Division are at 355 Brannon Street.

City Planners Speak at Retail Merchants Directors Meeting

Chester R. MacPhee, San Francisco City Supervisor, and Deming Tilton, Director of Planning, were guests at a meeting of the Board of Directors of the Retail Merchants Association of the San Francisco Chamber of Commerce, February 19.

MacPhee addressed the directors on his "Urban Re-development" program and Tilton discussed technical points on the subject.

Thos. J. Lenehan, president of the association stated, "This is one of many discussions which will be held on future possibilities in San Francisco at our Board of Directors meetings during the year."

Coke Available

Bay Area industries which would be interested in a large and continuing source of petroleum coke are requested to communicate with the San Francisco Chamber's Industrial Department—EXbrook 4511. A large Bay Area manufacturer has accumulated a substantial volume of petroleum coke and outlets are sought.

Need for improved highway alignment of the Stockton-Contra Costa County-Bay Area State Highway route is seen by representatives of areas served.

● In light of the many recent developments in the Stockton-Contra Costa County area, city, county, and chamber of commerce representatives of Alameda, Contra Costa, San Joaquin, and San Francisco, as well as State officials and State Chamber representatives, met in San Francisco to consider needed improvements.

It was generally agreed that some relocations and widening of the present State Highway route were needed in order that the highway adequately serve the three regions.

● The joint meeting, a luncheon in the San Francisco Commercial Club, Friday, February 16, was sponsored by the Contra Costa County Development Association, and the Stockton and San Francisco Chambers.

A subsequent meeting of the Central Valley and Central Coast councils of the State Chamber will be held in the near future to consider the matter further.

It was brought out at the meeting that the State Division of Highways proposes to widen the Willow Pass section to four lanes at an early date and has made some tentative studies which would shorten and straighten the route, but this work is not projected for the immediate postwar period.

S. F. Chamber Manager Speaks to Salt Lake City Advertising Club

Louis B. Lundborg, general manager, San Francisco Chamber, was guest speaker at a Salt Lake City Advertising Club luncheon, following the Steel Conference there last week.

● At the luncheon held Wednesday, February 14, after the sessions which were sponsored by the Western States Council, Lundborg summarized results.

"The conference represents the first step in a continuous program of western states unity," Lundborg said.

Steel Meeting Reports Optimistic on Future Of Western Industry

Tangible results that will advance the interests of the entire West will follow the Steel Conference held in Salt Lake City early this week under the auspices of the Western States Council, according to representatives of the San Francisco Chamber of Commerce returned from Utah.

The meeting in Salt Lake unified interests of the entire 11 western states in their attack on major problems of future industrial development, according to the San Francisco delegates.

● An enthusiastic report of the Steel Conference was given to the Chamber's Board of Directors by Roland Tognazzini, President of the Union Sugar Company and Chairman of the Chamber's Industrial Development Committee, and G. L. Fox, Manager of the Chamber's Industrial Department.

Edward L. Soule, President of the Soule Steel Company and Chairman of the Chamber's Iron and Steel Section, proceeded East from Salt Lake. Soule and Charles E. Moore, President of the Joshua Hendy Iron Works, will represent San Francisco on a Committee of Fifteen named to give immediate further attention to the steel situation for the Western States Council.

● W. W. Hale, vice president, Southern Pacific Company, one of the San Francisco delegation speakers at the conference, said that his company is conducting an intensive campaign to interest eastern industries in locating in the West.

"We already have assurance from quite a few nationally known concerns that they intend locating important operations in the West. This list is being added to daily."

California Chamber Managers Association Elects 1945 Officers

1945 officers of the California Association of Chamber of Commerce Managers have been announced as follows:

President: D. W. Campbell—General Manager, Long Beach Chamber

1st Vice President: Leslie J. Freeman—General Manager, San Leandro Chamber

2nd Vice President: William Gallienne—General Manager, Huntington Beach

3rd Vice President: Glenn Gustafson—General Manager, Hanford Chamber

Secretary and Treasurer: Ed Kennedy—Manager, Pomona Chamber

Bulletin Editor: Dean Pieper, Manager, Bakersfield Chamber

Three Directors were elected to serve three-year terms, replacing those whose terms expired this year:

Emory Gay Hoffman, Kern County Chamber of Commerce

Stanley Bates, Riverside Chamber of Commerce

C. P. Tanner, San Francisco Chamber of Commerce

Grady Explains United Nations Conference

Chamber Aids in Eliminating Traffic Hazard in San Francisco

Immediate action of the San Francisco Chamber of Commerce in helping to eliminate a traffic hazard at the First Street off-ramp of the Bay Bridge and adjacent to the U. S. Pipe & Manufacturing Co. plant on 249 First Street was praised by George A. Wallace, co-partner of the company.

In a letter to R. B. Koeber, manager, Research Department and secretary, Chamber's Street and Highway Committee, Wallace said that the hazard, which had resulted in approximately 200 collisions during 1944, had been alleviated through installation of flashing red light signals and a yellow caution light, by the San Francisco Police Department.

"Since that time the number and nature of traffic accidents have been negligible. We know you will share our satisfaction and wish to express our thanks for your cooperation."

China Aircraft Corp. Completes Hundredth Plane Fuselage Section

Its hundredth bomber fuselage section has been completed and delivered by China Aircraft Corporation, first all-Chinese industry in the United States.

Dr. Hu Sen-chiu, founder, vice president, and chief engineer of China Aircraft Corporation, declared that production of the company has tripled since December.

- Construction of the corporation plant was finished on August 1, 1944.
- Production started August 7.

Since this past December, production has been tripled, with 500 workers being currently employed and with 50 to 80 being added each week.

- By early spring, China Aircraft plans to be able to handle and supply all the A-26 fuselage aft sections required by the U. S. Army.

There has been considerable confusion and misunderstanding over the purpose and intent of the United Nations conference to be held in San Francisco April 25. In order to clarify the nature of this historic meeting, Henry F. Grady, President of the San Francisco Chamber of Commerce, and an authority on world economics, has issued the following statement:

"The United Nations conference to be held in San Francisco on April 25, is the sequel or concluding chapter, as it were, to the Dumbarton Oaks conference, where the pattern for world peace and order was blueprinted in preliminary form.

"The Dumbarton Oaks conference undertook to draft preliminary proposals for a world organization, which will be called 'The United Nations', and these United Nations will meet, through their duly appointed delegates or representatives, at the conference scheduled for San Francisco, where they will prepare in final detail the chapter of a world peace and economic order.

"While much of the emphasis at Dumbarton Oaks was upon the question of greatest concern to the world, namely, security and lasting peace, the proposals nevertheless outlined the entire framework of the general international organization. As was stated at the time, the proposals have gaps to be filled in, but it is understood that the most important of these have been filled in at Yalta. It becomes the task, therefore, of the San Francisco conference to round out, and give substance to, the preliminary structure designed at Dumbarton Oaks!

"It is encouraging to note that steps will be taken before the end of the war definitely to set up the peace machinery. This will serve to prevent the dangerous hiatus between war and peace, such as led to chaos and confusion in many countries after the last war and which certainly developed conditions that had a bearing on World War II.

"I am delighted to know that the United Nations' conference will be held in San Francisco, which will point up the importance to the new world order of the great countries in the Pacific Area. And conversely, it is a dramatic reminder to San Francisco of its tremendous responsibilities in the Pacific area.

"The San Francisco conference may well prove to be the most significant conclave in the history of the human race. If it should be the means of bringing to fruition man's highest aim—lasting world peace and economic order, then it will have earned all the acclaim and historical rating that can be heaped upon it.

"It will be a great thing for future generations to hail San Francisco as the cradle of a New Understanding and Organization in international relations, the Queen City of World Peace."

COMPULSORY HEALTH INSURANCE BILL

As announced in the Governor's Message to the Legislature, the Administration has introduced in the Assembly a Compulsory Health Insurance Bill AB 800 titled "An Act to Create and Provide for a Prepaid Health Service System for the People of the State of California, and making an appropriation therefor."

Following is a synopsis of A.B. 800 prepared by Charles E. Gibbs, Chamber's representative to the State legislature.

- **Administration—California Health Service Authority**
 - (a) 11 Members—10 appointed by Governor
 - (b) Manager—\$12,000 per year—Governor appoints
 - (c) Other State-wide Officers as may be necessary
- **Employer Coverage**
 - (a) Employer has meaning set forth in Section 9 of Unemployment Insurance Act and also includes Employing Units for which are rendered services specified in Subdivision (G) and (K) of Section 7, which units would otherwise qualify as employers.
 - (b) All references herein to the Unemployment Insurance Act shall be deemed to refer to said act as now or hereafter amended.
 - (c) Does not include Agricultural Labor or Domestic Labor.
- **Employee**—means an individual performing services for an employer subject to this Act and "wages" as defined in Section 11 of the Unemployment Insurance Act, including employees of State and Governmental Subdivisions.

- **Dependents**—include
 - (a) Legally dependent spouse
 - (b) Dependent children under 18 years.
- **Employees** of Exempt Employers and Self-employed may have coverage upon written application subject to Authority Approval.
- **Eligibility for Health Services**
 - (a) From and after January 1, 1947, taxable wages of \$300 or more during first four out of the last five completed Calendar Quarters, and employment and payment of wages subject to tax for period of tax for six Calendar Months preceding eligibility.
 - (b) Eligibility continues for one Calendar Year if wages sufficient in the preceding year for eligibility, or until recovered from illness occasioned by termination or employment. Special provision allows eligibility to continue during 30 days of unemployment.
- **Health Services**
 - (a) General Practitioner and Specialist Services
 - (b) Laboratory and X-ray Service
 - (c) Necessary Hospitalization not to exceed 21 days per illness
 - (d) Preventive Biologies
 - (e) General Nursing (no private or special service)
- **Dental Service**
 - (a) Extraction of teeth
 - (b) Treatment of acute infection Teeth, Gums or furrows of jaws.
- **Tuberculosis and Mental Infirmities**
 - (a) Basic services only until diagnosis.
- **Basic Services**
 - (a) Basic services shall be furnished for not in excess of one year for any one illness or injury. Health services not furnished for injury which is compensable under Workman's Compensation Law except as specially provided.
- **Miscellaneous**
 - (a) Payroll Taxes of 1 1/2% each from Employer and Employee are to be paid the Fund up to \$4000 of wages paid beginning July 1, 1946.
 - (b) The fair credit of the State of California hereby pledged to assure the operation of the Health Service System hereby created until June 30, 1949.
 - (c) All persons are exempt from tax whose religious beliefs preclude medical attention. Employer of Religious Objector must still pay his 1 1/2%.

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511 and refer to the Trade Tip's number.

3800 TRADE WITH AUSTRALIA—F. B. Lippman, Export & Import, 290 Oregon Road, Caulfield, Melbourne, S. E. 7, Australia, seeks connections as postwar distributors and agents for California manufacturers. Also are able to act as purchasing agents for American importers. For further particulars contact World Trade Department.

3801 CANADIAN REPRESENTATION—Overseas Commodities Limited, 1258 Hornby Street, Vancouver, B. C., would like to act as distributors for California exports to Western Canada. Firm has connections with department stores and manufacturing plants in British Columbia.

3802 AGENCY IN AFRICA—S. & F. Bocobza, 57 Avenue de Paris, Tunis, Africa, would like to serve as agents of American manufacturers producing the following: tools, ferrous and non-ferrous metals, hardware, screws, nails, household articles, paints, varnishes.

3803 FOOD EXPORTS TO FRANCE—Gilbert Levesque, 17 Rue Edie Gruyelle, Paris, France, would like to import food products from the United States.

3804 REPRESENTATION IN COLOMBIA—Representatives of exporters producing theater chairs, picture equipment, wines, hardware, and textiles is offered by Scandia Limitada, Edificio Garces No. 503, Cali, Colombia.

3805 EXPORTS TO IRAQ—George S. Vehuda, 10/34 Xewaq, Baghdad, Iraq, would like to import or represent the manufacturers of the following products: textiles, shoe leather, glassware and refrigerators, and telephone apparatus, typewriters, windmills, fans, electric meters, sanitary fittings and building materials.

3806 CUBA OFFERINGS—Colonial Importing and Exporting Company, P.O. Box 2028, Havana, Cuba, would like to distribute in this country the following: canned tropical fruits, chocolate, guava jelly, coconuts, tobacco, canned lobster, honey, mahogany, rum, strops, and brooms.

3807 FATS FOR DOMINICAN REPUBLIC—Wishing to manufacture soap, Parmenio Rodriguez, P.O. Box 1082, Ciudad Trujillo, D.S.R., Dominican Republic, would like to make connections with exporters of cattle fats. He also offers to represent American manufacturers.

3808 QUARTZ IMPORTS—Quartz crystallized to the degree necessary for use in optical instruments is offered for export by Gerardo Perez Delgado, Juan Alvarez No. 588, Guadalajara, Jalisco, Mexico.

3809 FOOD EXPORTS TO PUERTO RICO—Garriga Bros. & Co., San Juan 3, Puerto Rico, wishes to import canned foods, canned fruit, spices, garlic, and beans.

3810 PERUVIAN SILVERWARE—Sudaresa, S.A., Apartado 1948, Peru, manufacturers of Peruvian silverware in Incaico and Colonial styles, offer table services; tea, coffee and cocktail sets; ash trays, ornamental wall plates, pins, bracelets, in sterling silver. They would like to contact a firm here to act as their sole buyer.

3811 ARGENTINE FOOD EXPORTS—A. I. Platini, 25 de Mayo 347, Buenos Aires, Argentina, is equipped to export hides, grains, flour, fertilizers, dried fruits, oils, and other food products, as well as chemicals and laboratory products. Also interested in acting as agent for American firms.

3812 MEXICAN QUARTZ—Manufacturers of optical instruments may obtain any quantities of quartz from John Romero Kyan, Juan Manuel 145, Guadalajara, Jalisco, Mexico.

3813 EXPORTS TO ARGENTINA—Gino Capelli, Casilla de Correo 1954, Buenos Aires, Argentina, is anxious to purchase ladies' pocketbooks and belts, men's wallets, and wool sweaters.

3814 COTTON FABRICS FROM MEXICO—Stamped cotton cloth is offered for export by Louis Lennin, Av. Reforma Num. 519, Puebla, Mexico.

3815 CHINESE GOODS FOR MEXICO—Sra. Blanca McAlpin, Calle de Alata Num. 47, Tacubaya, Mexico, D.F., would like to import Chinese articles, such as kimonos, silk underclothing, etc.

3816 REPRESENTATION IN ARGENTINA—Dionisi & Cia, P.O. Box 3166, Buenos Aires, Argentina, desires to represent manufacturers of automotive parts, electrical materials, tools and hardware, chemicals, motors, newspaper, paper, and construction materials.

3817 INTERLINING FOR MEXICO—Moulon e Ibarra S.A., Apartado Postal 8902, Mexico, D.F., are most anxious to obtain any quantity whatsoever of interlining. Samples of quality desired may be examined at World Trade Department.

International Bulletin Issued by C of C Dept.

An International Bulletin, summarizing and analyzing economic and trade developments in the foreign commerce field, is being compiled and issued several times monthly by the San Francisco Chamber World Trade Department.

● All members interested in receiving this bulletin may write to Kenneth H. Campbell, World Trade Department, 333 Pine Street.

Those interested in exploring their firms' export-import postwar potentials are invited to consult with the World Trade Department.

Adrien J. Falk Speaks Before Mission Merchants Association

Adrien J. Falk, past president, San Francisco Chamber of Commerce, was guest speaker at a membership dinner of the Mission Street Merchants Association on February 13 at the Mission Masonic Temple.

Speaking to an audience of over 100 at the first of four such meetings to be held during the year, Falk highlighted "San Francisco's Future" and citizens' part in the making of it.

Surplus Properties Announced Available

● At 10:00 A.M., February 28, the Supply Department of the Mare Island Navy Yard will open bids on a quantity of motion picture parts and electrical supplies. The offering is identified as Sales Catalog B-267.

● Until 2:00 P.M. March 6, the Navy Material Redistribution and Disposal Administration, 785 Market Street, will accept bids on 893 new standard 5-inch black pipe couplings.

● The Office of Surplus Property, 30 Van Ness Avenue, is taking informal bids on medical, dental, and surgical supplies as follows:

Informal Bid #166 until March 3 on one lot of dental instruments and supplies;

Informal Bid #167 until March 5 on a lot of various types of surgical face masks;

Informal Bid #168 until March 5 on three types of immersion and straddle stands;

Informal Bid #169 until March 8 on three electric light bath cabinets.

These items may be inspected at the warehouse of the Office of Surplus Property at 335 Fell Street.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details, contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6093—MR. CARL T. BOLEN, Industrial Sales & Service Company, 110 West Ocean Boulevard, Long Beach 2, California, interested in obtaining a distributor or agent to sell their gift and housewares line in San Francisco. Prior one whose clientele is established.

D-6094—MR. W. A. GUNTHER, Castyrene Manufacturing Corp., 17 West 60th Street, New York 23, New York, wants firms to act as distributor for their product "Castyrene," a brazing compound.

D-6095—C & P DISTRIBUTORS, 316 Lloyd Building, 6th & Stewart, Seattle 1, Washington, would like to act as distributors for companies dealing in canned fruits, juices, olives, raisins, pickles, prunes, etc.

D-6096—MR. JOSEPH H. CLANCY, 46 Old Mystic St., Arlington, Mass., would like to act as manufacturers' representative or distributor in New England. Particularly interested in automotive or related products.

D-6097—J. R. Stewart, 221-1915 Haro Street, Vancouver, B.C., Canada, interested in contacting firms wishing to appoint dealers or manufacturers agents in the province of British Columbia.

Noon-Day Lenten Services

Special noon-day Lenten Services are being held on the second floor of the Merchants Exchange Building every Wednesday during Lent, and every day during Holy Week except Saturday, according to an announcement by Fred T. Foster, chairman, Citizens Committee sponsoring the services.

Opening service was Ash Wednesday, February 14, and closing service will be held on Good Friday, March 30.

C of C Representative at Supervisors' Meeting

Attending the Board of Supervisors' meeting, Monday, February 19, was:

Ralph Brunton, member San Francisco Chamber Board.



Bay Region Business

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Volume 2

Thursday, March 1, 1945

Number 9

General Business Activity

Thumb Nail Sketch

*The Research Department
San Francisco Chamber
of Commerce*

Current reports from Bay Area activities reveal a strong upward movement in most fields. General Business Activity in San Francisco during January measured by our index at 198.8 held substantially to the trend experienced during the past three years, and was 13.1 per cent above January a year ago.

Financial—January Bay Area financial transactions measured by bank debits amounting to \$2,237,889,000 were up \$130,315,000 over January a year ago or 6.2 per cent.

Freight car movements in the San Francisco-Oakland switching limits for January amounted to 69,095, which was an increase of 6,851 or 11 per cent over January last year.

Department store January sales in the Bay Area based on reports from the Federal Reserve Bank were 28 per cent above last year; sales in San Francisco rose 52 per cent and in Oakland 22 per cent.

In the Central Valley, Sacramento sales were up 18 per cent, and Stockton 9 per cent. State-wide sales were up 25 per cent, and the Twelfth District up 22 per cent over January last year.

War Contracts—Bay Area cumulative war contracts and project orders were jumped up \$304,543,000 during one month, with military facilities accounting for \$278,217,000 of the amount.

The cumulative total reported by the War Production Board through December amounted to \$5,084,089,000 compared to \$4,779,456,000 through November and \$4,206,274,000 through December a year ago.

Manufacturing industries in the San Francisco Industrial Area reported 231,500 wage earners in January compared to 234,900 in December and 268,400 a year ago.

While there has been a shrinkage

of approximately 44,000 in the durable industry, employment in the non-durable has risen 5,700 over January a year ago.

● **Payrolls** were off 11.5 per cent during January compared to last January, but were over four times greater than the 1940 base. Average weekly earnings in January amounted to \$61.00 compared to \$61.93 in December and \$59.25 last January. Average hourly earnings amounted to

cent, and furniture store sales 12 per cent.

● **In the wholesale field**, final reports for 1944 showed sales on the Pacific Coast up 4 per cent over 1943, which was identical to the United States gain. Automobile supplies topped all groups with an increase of 22 per cent followed by groceries and foods up 10 per cent, and meat and meat products 7 per cent.

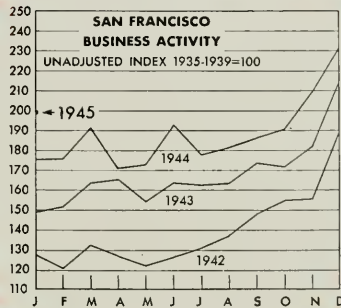
On the other side of the ledger, the plumbing and heating supply group led with a 12 per cent decrease, followed by the electrical group with 9 per cent, house furnishings 5 per cent, clothing and furnishings 2 per cent, and jewelry 3 per cent.

● **Major activities** in San Francisco showing substantial improvements over a year ago included real estate sales which were up 20.6 per cent in number and 43.8 per cent in value, department store sales 29.5 per cent, postal receipts 157.9 per cent, market value of stock exchange transactions 119.1 per cent, airport plane traffic 67.5 per cent, passenger traffic 82.5 per cent, and air mail loaded 115.5 per cent. Industrial and commercial gas sales were up 55.2 per cent, electrical energy sales 14.2 per cent, and bank debits 6.5 per cent.

● **January living costs** in San Francisco declined 0.5 per cent from the December level, marking the first time in seven months of any downward movement. The decline was due largely to the decreases in food prices. The index at 132.0 for all items, however, was up 3.4 per cent over January a year ago with food up 2.3 per cent, clothing 6.8 per cent, house furnishings 14.8 per cent, and miscellaneous 4.9 per cent.

● **Following** are the per cent increases in living costs for the year ending December 15 over the previous year as reported by the U.S. Department of Labor:

City	1944	1943	1942	1941	1940
U. S. Average	2.1	3.3	9.0	9.7	1.7
San Francisco	4.1	2.8	11.4	9.5	1.4
Los Angeles	2.0	2.7	10.3	9.9	1.8
Seattle	1.9	2.4	9.5	12.5	1.1
Portland	2.9	2.1	11.5	11.7	0.9



\$1.357 compared to \$1.362 in December and \$1.323 a year ago. Average hours worked per week in January amounted to 45 compared to 45.5 in December and 44.8 a year ago.

● **Retail**—Final reports on independent retail stores in Central California for 1944 compared to 1943 reveal sales in San Francisco, Berkeley, and San Jose were up 11 per cent, Santa Rosa 13 per cent, Oakland 7 per cent, and Stockton 8 per cent. Sales in Los Angeles were up 11 per cent and in San Diego 9 per cent.

In San Francisco, drug stores and eating places led the gains with 15 per cent. Sales of the apparel group were up 14 per cent, with men's clothing and furnishings up 19 per cent and women's ready-to-wear 16 per cent. The food store group was up 15 per

Continued

Speakers Bureau of 23 Starts Six Week Brush-up Course

First meeting of the Speakers Bureau brought 23 interested members, according to J. Roger Deas, chairman.

● A series of meetings of the group will be held for six weeks, Deas added, during which members will undergo an intensive brush-up course in public speaking.

"At the end of the six weeks," he predicted, "the San Francisco Chamber of Commerce will have a group of seasoned speakers to appear before organizations throughout the city and the Bay Area—another step forward in the Chamber's program to cement unity and understanding within the city and throughout the Bay Area."

"We were highly pleased by the enthusiastic response which formation of the Speakers Bureau brought forth."

Alameda Chamber Appoints 11-Man Industrial Committee

Eleven men have been named to serve with Sumner M. Graham, chairman, on the Alameda Chamber of Commerce Industrial Committee, one of the six major units of the chamber for the coming year.

● The men appointed include:

Keith Noble, Mike B. Dowd, Tom Wright, E. D. Gadsden, Irving Kurtz, P. P. Mesquita, Elliott Peterson, Rix Maurer, C. H. Porch, Bradley Wyatt and L. L. Davis.

Welcome Homes for Bataan Heroes Readied; First Three Greeted

Plans are well under way for San Francisco's welcome to Bataan heroes as they return through this port, Henry F. Grady, chairman, Citizens' Committee, and president, San Francisco Chamber, announced today.

The first three repatriated Americans from Japanese internment camps in the Philippines were greeted in the Mayor's office last week, entertained at dinner in the St. Francis Hotel, and provided with free telephone calls home. Later they will receive medallions.

● Other symbols of San Francisco's wholehearted welcome to the returning heroes are being prepared, Grady explained, such as medallions, inscribed with "Welcome to Bataan Heroes—San Francisco" and embossed cards which provide free admittance to all theaters in the city.

Officers Elected by California Society in Washington, D. C.

Officers of the California State Society, organized recently in Washington, D.C., are as follows:

Carl I. Wheat, president—Palo Alto
Lt. Col. Orla St. Clair, vice president—San Francisco

Frank E. Marsh, vice president—San Francisco
Congressman Leroy Johnson, vice president—San Francisco

Mildred W. Martin, Historian—Santa Rosa

● Members of the Board of Governors: Ray Wakefield, Fresno; Congressman Clarence Lea, Santa Rosa; Congressman B. W. Gearhart, Fresno.

S. F. Housing Listings More Than Doubled by Share Home Drive

The "Share Your Home" Campaign, by the middle of February, had increased Housing Center listings by from 50 to 75 per cent in San Francisco, according to the San Francisco Bay Area Public Relations Conference.

Almost all of the 75 per cent increase in listings at the War Housing Center, and similarly with Army and Navy housing services, were for rooms, indicating quick response by San Franciscans to the appeal to "Share Your Home" and effectiveness of the various media which have cooperated in the Campaign.

● The Navy Housing Service disclosed that, compared to 277 listings of space available for the first two weeks of January, listings had increased to 404 by February 15.

● The Army Housing Service stated that its listings had increased nearly 60 per cent—again predominantly for furnished rooms.

All housing services expressed gratification over success of the "Share Your Home" drive, publicity for which was handled in San Francisco by the San Francisco Chamber of Commerce, but added appeals that there be no letup in the opening up of homes in the city to necessary war visitors.

Over \$2,000,000 in January Factory Gains

San Francisco's steady industrial progress took an upsweep during January when factory expansions to afford 930 jobs and representing outlays of \$2,042,000 were reported, according to the San Francisco Chamber's Industrial Department.

Nine new projects, representing \$1,630,000, and the expansion of 12 enterprises, representing \$412,000, were itemized, showing substantial increases over expansions in January, 1944, when three new firms and four expansions were announced, representing outlays of \$260,000 and 566 jobs.

January, 1944, jobs were high in proportion to outlays because of the special nature of the enterprises involved. January, 1945, developments summarize as follows:

● Pacific Coast Maritime Board, 275 East 3rd St., south of Townsend, purchased 4,800 sq. ft. of property for construction of \$1,000,000 project to feed 30,000 persons. Cafeterias and mobile kitchens are to be constructed and cafeterias will be operated at four other locations along the waterfront. The project will be operated by Pland-Evans Co.

● Clarkson Mfg. Co., 124 10th St., started installation of equipment in two-story building for manufacture of specialty parts for war production. Will employ 50. W. H. Seetter is manager.

● Frederick Sparling, 1st and Howard Sts., southeast corner, leased 13,000 sq. ft. for new export packaging business.

● Coastwise Marine Service Co., 75 Broadway St., a new ship repair corporation, leased lot and 6,400 sq. ft. building for shop and office. M. A. Shirley is manager.

● Edward Owens and Associates, 12 Geary St., instituted an industrial service to architects and engineers, manufacturing to scale technical industrial models of all types.

● U. S. Naval Drydocks, Hunters Point, will construct new outside machine and diesel overhaul shop at the drydocks at a cost said to exceed \$312,000.

● M. A. Clark and C. R. Kerr, 644 Seventh St., established new paint manufacturing business with 3,750 sq. ft. floor space.

● Bee Stewart, 150 Powell St., leased room 209 in Elevated Shops for manufacturing ladies' combs and accessories.

● Fred Poceroba, 740 Market St., leased room 713 for new jewelry manufacturing business.

● Pacific Coast Industries, 344 Sacramento St., export packers, reported leasing 1,500 sq. ft. building at 339 Commercial St. for additional plant space. Max E. Bauer is manager.

● Union Products Corp., 1198 Evans Avenue, will make alterations to plant premises to cost in excess of \$9,000, for expansion of meat packing business. W. H. Moffatt is president.

● Stone-Preis Electric & Mfg. Co., 470 Natoma St., will erect a one-story 1,900 sq. ft. building for expansion of facilities.

● Dreamland Bed Co., 534 Bayshore Blvd., purchased 15,000 sq. ft. building at 2451 Harrison St. for future expansion of business. Paul Spagnoli is president.

● Bay Cities Ice and Cold Storage Co., 715 Brannan St., purchased 16,500 sq. ft. building ice company. Geraldine C. Benoit is president.

● Reliance Trailer and Truck Co., Inc., 2765 10th St., purchased 200,000 sq. ft. industrial site with spur track at Jerrold and Napoleon Sts. for postwar expansion. M. J. Konetsky is president.

● De Boom Paint Co., 1000 Bryant St., erecting warehouse building in rear of premises to cost \$5,000. C. R. Witzel is general manager.

● Montyeb Engineering Co., 275 S. Van Ness Ave., leased two-story 6,600 sq. ft. building for removal and expansion of tool and die manufacturing business. R. O. Montgomery and C. E. Beck are partners.

● R. Von Hacht, 90 Tehama St., purchased one-story building for removal and expansion of lighting fixture manufacturing plant.

● King-Knight Co., 776 Folsom St., purchased 12,000 sq. ft. one-story building for consolidation of engine assembly and engineering business.

● Schou-Gallis Ltd., 250 Sacramento St., who purchased properties at 250 Sacramento St. and 253 Commercial St. during a 1944 general expansion program, announced the purchase of 10,000 sq. ft. building at 215 Sacramento St. for manufacturing of deck tackle and heavy ship to ship southeast tenders. Capt. G. Gallis is president and Rolf B. Schou is vice president and general manager.

● Sale Paper and Supply Co., 760 Mission St., leased 4,800 sq. ft. second floor for removal and expansion of advertising display manufacturing business. Frank Southgate is manager.

SURVEY OF BUSINESS CONDITIONS IN SAN FRANCISCO

BRANCH OF ACTIVITY		JANUARY 1945	JANUARY 1944	PER CENT CHANGE
GENERAL BUSINESS ACTIVITY				
San Francisco Chamber of Commerce Index 1935-39 Avg. = 100		198.8	175.8	14.1
CONSTRUCTION PERMITS				
Total.....	(number)	285	311	-8.4
	(value)	403,596	830,080	51.4
Residential, New.....	(number)	24	156	84.6
	(value)	99,800	504,900	80.2
Single-Family Dwellings, New.....	(number)	17	156	89.1
	(value)	57,800	504,900	88.6
Non-Residential, New.....	(number)	6	8	25.0
	(value)	63,885	26,275	143.1
Additions, Alterations and Repairs.....	(number)	11	116	21.6
	(value)	219,111	292,610	-25.1
Installations.....	(number)	114	31	267.7
	(value)	20,800	6,295	230.4
REAL ESTATE				
Sales.....	(number)	1,194	990	20.6
	(value)	12,604,560	8,763,882	43.8
Mortgages and Deeds of Trust.....	(number)	977	1,004	2.7
	(amount)	6,821,242	7,108,189	-4.0
Releases.....	(number)	1,307	1,240	5.4
	(amount)	7,752,401	8,568,643	-9.5
RETAIL DEPARTMENT STORE SALES				
San Francisco.....	(index)	180	139	29.5
FINANCE				
Bank Debits.....	(\$000)	1,708,990	1,604,107	6.5
Bank Clearings.....	(\$000)	1,341,397	1,184,683	13.2
Postal Receipts.....	(\$)	5,781,682	2,241,938	157.9
San Francisco Stock Exchange.....	(no. shares traded)	722,468	476,123	51.7
	(market value)	15,204,447	6,938,182	119.1
COMMERCIAL FAILURES				
Liabilities.....	(number)	1	1	0.
Assets.....	(\$)	56,273	3,284	1,613.5
	(\$)	100	400	-75.0
EMPLOYMENT AND PAYROLLS—BAY AREA (5 Co.'s) (a)				
Employment.....	(index)	275.7	321.4	14.2
Payrolls.....	(index)	536.9	606.5	-11.5
NON-MANUFACTURING INDUSTRIES (5 Co.'s) (a)				
Laundering, Cleaning, Dyeing.....	(payroll)	(c)	(c)	
Wholesale Trade.....	(payroll)	(c)	(c)	
Retail Trade.....	(payroll)	(c)	(c)	
Hotels.....	(payroll)	(c)	(c)	
PLACEMENTS IN SAN FRANCISCO—U. S. E. S.....				
Industrial Placements.....	(number)	12,744	10,550	20.8
Commercial Placements.....	(number)	11,408	9,985	14.3
	(number)	1,336	565	136.5
TRANSPORTATION				
Freight Car Movements.....	(number)	30,893	29,258	5.6
San Francisco Airport Traffic.....	(no. planes)	2,276	1,359	67.5
	(no. passengers)	27,378	14,908	82.5
Express Shipments—Rail.....	(number)	339,456	262,568	29.3
Air.....	(number)	10,119	7,419	36.4
Air Mail Loaded.....	(pounds)	1,228,176	569,982	115.5
UTILITIES AND NEW DEVELOPMENTS				
Electric Energy Sales Index.....	(k.w.hrs.)	209	183	14.2
Industrial and Commercial Gas Sales.....	(cu.ft.)	1,102,634,400	710,673,800	55.2
Water Consumers.....	(net gain)	(c)	126	
Tourist and Settler Inquiries.....	(number)	55	89	-38.2
DAIRY RECEIPTS, FRUITS AND VEGETABLES				
Butter.....	(pounds)	4,039,976	1,860,578	117.1
Cheese.....	(pounds)	1,398,869	1,321,523	5.9
Eggs.....	(cases)	141,659	134,741	5.1
Poultry, Dressed.....	(pounds)	3,467,894	3,138,017	10.5
Fruits and Vegetables.....	(carlots)	826,832	1,742	47,364.5
LIVESTOCK SLAUGHTER (b).....				
Cattle.....	(total number)	169,657	185,493	-8.5
	(number)	41,581	31,177	33.4
Calves.....	(number)	5,521	4,653	18.7
Sheep and Lambs.....	(number)	87,184	82,130	6.2
Hogs.....	(number)	35,371	67,533	-47.6
SAN FRANCISCO LIVING COSTS 1935-39 Avg. = 100				
Food.....	(index)	146.9	143.6	2.3
Clothing.....	(index)	141.8	132.8	6.8
Rent.....	(index)	106.3	106.1	0.2
Fuel, Electricity and Ice (d).....	(index)	92.6	92.1	0.5
House Furnishing Goods.....	(index)	138.8	120.9	13.8
Miscellaneous.....	(index)	131.3	125.2	4.9
All Items.....	(index)	132.0	127.6	3.4

(a) These data are based on reports submitted to the Division of Labor Statistics and Law Enforcement, State of California.

(b) Federal Inspection—San Francisco District.

(c) Not available in time for Survey.

(d) Gas costs have declined since 1925 and electricity costs since 1924.

Acknowledgment is hereby made to Thomas Magee & Sons, Dun & Bradstreet, Inc., local utilities, private organizations, Federal Reserve Bank of San Francisco, California State Departments of Industrial Relations, Agriculture, and Employment, and the United States Departments of Labor, Agriculture, and Commerce, and the United States Bureau of the Census, for the basic data each contributed toward this survey compiled by the Research Department, San Francisco Chamber of Commerce.

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, and refer to the Trade Tip's number.

SPECIAL NOTICE—In order to gauge the effectiveness of the Foreign Trade Tips, the World Trade Department kindly asks that the interested firms, when replying to the following, prepare a carbon copy whenever possible for this Department's records.

3818 AGENCY IN COLOMBIA—Offering to act as agents for American manufacturers, Agencias Unidas Ltda., Ed. La Bastilla Nos. 512-513 y 704, would like to import the following: paper, textiles, raw material, ex-quota items, printing machines, house utensils.

3819 SEEDS FOR COSTA RICA—Agencias Kent, Apartado 1221, San Jose, Costa Rica, would like to import a complete line of seeds for vegetable and flower gardens.

3820 EXPORTS TO SAN SALVADOR—E. Cader, San Salvador, El Salvador, wants to get in touch with Pacific Coast manufacturers and exporters, so that he may expand his trade with this section of the United States.

3821 CHEMICALS FOR BRAZIL—"Meimex", Sociedade Importadora e Exportadora Meirelles, Ltda., Sao Paulo Brazil, S.A., is extremely anxious to import numerous industrial and pharmaceutical chemicals. Full details and list of chemicals desired available at World Trade Department.

3822 CALCITE CRYSTALS FROM MEXICO—Proprietor of calcite crystal mine, Eduardo Quesada F., Calle Terrazas No. 1011, Chihuahua, Chih., Mexico, is interested in exporting this product.

3823 REPRESENTATION IN VENEZUELA—Compania Atlas V-B y Cia., Apartado Postal 113, Caracas, Venezuela, has been recently organized to represent foreign manufacturers, especially of machinery, chemical products, and manufactured articles. A technical staff heads the departments to give data for sales promotion.

3824 SPANISH CORK—La Suberina, S.A., Apartado 10, San Felis de Guixols, Catalunya, Spain, are manufacturers of all kinds of natural cork specialties. They seek a selling agent to handle their products on a commission basis.

3825 CUBAN CIGARS—San Francisco cigar distributors are offered the products of E. Reynaldo & Company, Obispo No. 401, Depto. 6, Havana, Cuba.

3826 EXPORTS TO NICARAGUA—Iron bars for construction purposes and asphalt may be sold in Nicaragua by Juan Salir Navarro, Apartado 288, Managua, D.N., on a commission basis. References supplied.

3827 REPRESENTATION IN ECUADOR—A. Dillon & Cia., Apartado 364, Guayaquil, Ecuador, would like to act as agents and distributors for manufacturers of silverware similar in quality to Oneida Silverware, locks and padlocks, and kerosene stoves or ranges.

3828 CANDY FROM CUBA—Juan Gonzalez, Sitios Nani, 355, Habana, Cuba, will export, in any quantity, hard candy manufactured in Cuba. Details of shipping and price available at World Trade Department.

3829 FOOD EXPORTS TO PUERTO RICO—All items in the food line, particularly canned meats and fish, canned fruits and vegetables, oils, soap, oleomargarine, etc., are imported by F. Freiria, S. en C., P.O. box 2928, San Juan, 13, Puerto Rico.

3830 FOOD EXPORTS TO VENEZUELA—D'Ambrosio Hermanos, Casilla Correo No. 64, Caracas, Venezuela, would like to get in touch with the producers of the following: dehydrated food items, dehydrated fruits, fruit crystals, dehydrated vegetables, concentrated soups.

3831 REPRESENTATION IN ECUADOR—Galo Burgos C., Calle Manabi 206, Guayaquil, Ecuador, acts as importer, exporter, representative. Wishes to communicate with American exporters and manufacturers.

Pacific Coast Leads Nation in January, 1945, Ship Deliveries

The San Francisco Bay Area again led the nation in ship deliveries during January, 1945, according to a report by the Chamber's Industrial Department based on U.S. Maritime Commission Releases.

● Of 120 vessels, aggregating 1,229,296 in tonnage, 51 were delivered by West Coast yards (\$28,815).

During January, the East Coast delivered 37; the Gulf Coast, 29; and the Great Lakes, 3.

● Ships delivered in the Bay Area were as follows:

Military Type...	3
Coastal Cargo...	1
Tankers...	1
C-2 Cargo...	1
Victory Cargo...	13
C-3 Cargo...	1
Total...	22

Don Fazackerly Elected Junior C of C Executive Vice President

Don Fazackerly, chairman, Bay Area Maritime Committee, and 1944 chairman Junior Chamber Marine Committee, has been elected executive vice president of the San Francisco Junior Chamber to serve for 1945.

Fazackerly replaces Volney E. Howard, Jr., who has entered the Armed Forces.

Aviation Legislation

Digests of pending state and federal legislation in the field of aviation have been prepared by the San Francisco Chamber's Aviation Department.

Interested members may get in touch with Kenneth R. MacDonald, department manager.

Published weekly at 333 Pine St., San Francisco, Zone 4, County of San Francisco, California, Will Williams, Editor, Telephone EXbrook 4511. Subscription, Fifty Cents a Year (Included in Annual Dues). Entered as Second Class matter April 26, 1944, at the Post Office at San Francisco, California, under the act of March 3, 1879.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details, contact the Domestic Trade Department, EXbrook 4511, Ext. 56

D-6098 JOHN KIELY, MARTIN KIELY COMPANY LIMITED, 1161 William Street, Montreal, Quebec, Canada, interested to act as agent, distributor, or manufacturer for machinery products in Canada.

D-6099 KENNETH EYMON, SPECIALTY SALES & ENGINEERING, 15632 Euclid Ave., East Cleveland 14, Ohio, would like to act as sales agent in Ohio. Could handle the following products: oils (animal & vegetable), fatty acids, chemicals, soaps, alcohols, waxes and other raw materials.

D-6100 J. C. HUDSON, MATTHEWS MANUFACTURING COMPANY, 104 Gold Street, Worcester 3, Mass., would like to contact a sales representative to cover the Pacific Coast area for their products: ball bearings and sheet metal stampings.

D-6101 WM. KOSOBUD, KEEN CUT TAP AND DIE SERVICE, 6740 South Campbell Ave., Chicago, 29, Illinois, are interested in finding representatives in San Francisco for their new patented tap, die and thread chaser reconditioner.

D-6102 H. E. J. TAYLOR, VANCOUVER WELD-RITE COMPANY, 246 West 2nd Ave., Vancouver, B.C., Canada, interested in a manufacturers agent for their products: ball dozers, power units, and welding repairs.

D-6103 E. A. STRATMAN, 905 So. First St., Alhambra, Calif., interested in representing San Francisco manufacturers in his area.

Bidding Deadlines for Surplus Property Items Announced

● **Until 2:00 P.M.** on March 12, the Supply Department of the Mare Island Navy Yard will receive bids on 67 lots of hardware including buckets, wash tubs, fasteners, screws, rivets, washers, bolts, nuts, tubing, hose, packing, etc. The proposal is identified as Sales Catalog B-269.

● **Until 2:00 P.M.** March 2, the Navy Material Redistribution and Disposal Administration, 785 Market Street, will receive bids on one lot consisting of 293 bales of new oakum and one lot of approximately 75,931 pounds of chloride of lime.

● **At 2:30 P.M.** (E.W.T.) March 21, the War Shipping Administration, Washington, D.C., will open bids on the sale of 26 small vessels presently located in the various Pacific Coast ports. The group includes:

- 17 yachts of various sizes and styles
- 1 steam schooner
- 2 auxiliary schooners
- 2 tugs
- 1 ferry
- 1 freight-passenger vessel
- 1 barge
- 1 patrol boat.

Sizes range from a 30-foot power yacht to a 225-foot Diesel yacht.

C of C Representative at Supervisors' Meeting

Attending the Board of Supervisors meeting, Monday, February 26, was:

Carl J. Eastman, member San Francisco Chamber Board.



Bay Region Business

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WASHINGTON NOTES

● **Surplus Property**—The Reconstruction Finance Corporation is establishing sales organizations in its twenty-three regional offices and in some district offices.

An effort is also being made to coordinate the activities of the Washington headquarters and the regional offices in order that all interested purchasers will have an opportunity to learn of surpluses which are for sale, regardless of where such property may be located.

● **Advisory Committees**—According to information available in Washington, the Office of Price Administration has 517 industry advisory committees with a total membership of 6,643 persons. The War Production Board has about 775 industry advisory committees with some 8,000 members.

Continued effort is being made by both of these agencies and business to secure increased cooperation and coordination in industry problems before policies are adopted.

● **Manpower**—Under the expanded selective placement program of the War Manpower Commission an increase in the placement of physically handicapped workers was registered in 1944.

There were 14,682 placements of physically handicapped persons made in California during 1944.

From the Chamber's Washington Office.

Luncheon
Announcement
Inside ...

See Page 3

John Shelley Pledges A. F. of L. Assistance On Peace Meet Here

John F. Shelley, president, San Francisco Labor Council, has offered assistance of the Council and A. F. of L. members to Mr. Henry F. Grady, president, San Francisco Chamber, on the coming World Peace conference.

● **In a letter to Grady**, Shelley said in part:

"On behalf of the San Francisco Labor Council and the several thousand American Federation of Labor members affiliated with this Council, it is my privilege and pleasure to offer every assistance to yourself and other officials who will have the responsibility of making arrangements for and conducting of this historic conference.

"Please be assured that we will be only too happy to cooperate in every way possible towards making the conference a success and reflecting credit on the name of our fair city."

Falk Presents 1848 "California Star" to Wells Fargo Museum

A copy of the *California Star*, dated April 1, 1848, copy number 13, has been presented to the Wells Fargo museum by Adrien J. Falk, former president, San Francisco Chamber of Commerce, vice president and general manager, S & W Fine Foods, Inc.

The *California Star* was published at that time by Sam Brannan, edited by Edwin Kimball. The copy presented by Falk is signed by Dr. R. S. Denn.

Chamber Legislative Man, in Sacramento

Charles E. Gibbs, State Legislative Representative of the San Francisco Chamber of Commerce, left Sunday for the reconvening of the State Legislature in Sacramento on March 5.

● **While in Sacramento**, Gibbs will keep the Chamber informed on progress of bills of interest to businessmen.

C of C Transportation Manager Testifies for Napa River Project Need

Barge companies operating between Napa and San Francisco Bay are suffering delays and damage to equipment because of the present shallow, tortuous channel of the Napa River, according to Walter A. Rohde, manager, San Francisco Chamber's Transportation Department.

Expressing the Chamber's support of the project to straighten and deepen the Napa River, Rohde testified recently at a hearing before Col. K. M. Moore, District Engineer, U. S. A., and members of his staff.

● **The project calls for a 15 foot channel to the plant of the Basalt Rock Company; thence ten feet to the head of navigation, the elimination of Horseshoe Bend, and the construction of a turning basin at Napa.**

Safeway Decentralizes 14 Offices Locate Here

America's second largest food distributing organization, Safeway Stores, Inc., with central offices in Oakland, has been undergoing decentralization resulting in establishment of a large number of individual companies in San Francisco.

Altogether 14 supplier companies and six service companies are now making their headquarters here.

Space has been acquired in 12 San Francisco downtown buildings with as many as three separate companies housed in some of the buildings.



San Francisco Selected as a Disposal Center for Surplus Property

San Francisco has been selected by the Reconstruction Finance Corporation as a key disposal center for use in clearing manufacturing equipment and materials from one type of war production to another, according to an announcement by John S. McCullough, Jr., manager RFC Loan Agency of San Francisco.

Materials and equipment not required for war production will be available for sale for civilian production.

• A sales and disposal depot providing extensive closed warehouse space and outdoor storage has been established at Riverbank near Modesto, California, on property owned by Defense Plant Corporation and formerly operated by Aluminum Company of America.

"The Argonaut" Has 68th Anniversary

The Argonaut, San Francisco-published weekly and one of the oldest newspapers on the West Coast, will celebrate its 68th anniversary this month.

In March, 1877, the first edition of *The Argonaut* was published.

Numbered in the ranks of contributors to the paper are many of San Francisco's most famous writers.

The San Francisco Chamber of Commerce, on the occasion of its 68th anniversary, has sent congratulations to *The Argonaut* and to its publisher, William Wallace Chapin.

S. F. - Oakland Chambers Score Victory on ICC Rate Decision

Chinese Correspondents Study S. F. Bay Area Business and Industry

Thomas J. Wang, correspondent, *Commercial Daily News*, and Wang Tien-Shan, correspondent *Sao Tang Daily News*, both of Chungking, China, are in San Francisco to report on economic and industrial conditions here, and to gather facts on future China-America trade.

The *Commercial Daily News* is the official publication of the Chungking Chamber of Commerce, and the *Sao Tang Daily* is published under the auspices of the National Military Council of the Chinese Government.

The two correspondents are visiting several large cities in the United States and are now investigating commerce, industry, finance and shipping in the San Francisco Bay Area.

Grady Makes Plea for S. F. Support of Red Cross Drive

March 1 marked the beginning of the 1945 Red Cross Drive, Henry F. Grady, president, San Francisco Chamber of Commerce, declared today.

"San Francisco has been asked to contribute a minimum of \$2,547,210 as its share in supporting this organization of mercy and succor.

"It is to our great shame that last year we fell slightly short of our goal.

"We now have the opportunity to compensate for last year's record.

"Give Now—Keep the Red Cross at His Side!"

The Interstate Commerce Commission, in a decision just announced, has found the rates on canned goods from Utah to eastern and central states not unduly prejudicial.

• This ended a three-year dispute in which 16 Utah canners sought to widen the spread under rates from California either by increasing the California rates or lowering those from Utah.

The Transportation Department of the San Francisco and Oakland chambers of commerce joined with the railroads, the Canners League of California, and the State Railroad Commission in the successful defense of the existing rates.

• E. A. Read, manager, Traffic Department, Oakland Chamber, argued the case before the Commission on behalf of both chambers.

Oakland Chamber Studies Public Improvement Projects

A special committee of the Oakland Chamber of Commerce has been appointed by President Gerald H. Hagar designed to study and investigate all phases of proposed Oakland public improvement projects to be submitted to the voters of the community at a Special Bond Election, May 8.

• Chairman of the Special Bond Election of the Chamber is Alfred J. Lundberg, president, Key System.

Eric Johnston Appeals for Group Tolerance

In a recent New York address before the Writers Board, Eric Johnston, president, United States Chamber of Commerce, said in part:

"The tremendous tensions of race and group animosities are warping the very foundations of American democratic life.

"Men and women who should know better—who do know better—allow themselves to mouth catch phrases of anti-semitism, anti-foreignism, of anti-business, or anti-labor, anti-race.

"Most of them are not themselves aware that they have been infected by the virus of intolerance which already has the whole world writhing in the fatal fever of war...

"Intolerance endangers not merely the small groups against whom it is directed but the country as a whole...

"Such a policy merely tends to drag down the whole economic level. We are all in business together...

"The fight against intolerance is not merely our duty as decent human beings; it is the indispensable condition of our survival as free individuals and as a prosperous nation."

SURPLUS PROPERTY AVAILABLE

• The Supply Department of the Mare Island Navy Yard under Sales Catalog B-271 will receive bids until 2:00 P.M., March 14, on quantities of scrap ferrous and non-ferrous metals, rags, and rubber.

• The Navy Material Redistribution and Disposal Administration, 785 Market Street, under Sales Catalog B-262, will receive bids until March 12 on 19 gear box assemblies transmitting power at right angles to a threaded bar.

The same office under Sales Catalog B-265 will receive bids until March 15 on quantities of used wooden bunks, lawn furniture, study desks, steel lockers,

food trays, desk chairs, wooden cabinets, and related institutional items.

• The Enterprise Engine and Foundry Co., H. C. McKenna, Assistant Secretary, will receive bids at the Navy Material Redistribution and Disposal Administration until 10:00 A.M., March 10, on the following items:

- 2 Viking E.K.M. 1½" pumps;
- 2 K-100 Kiene Diesel Indicators;
- 3 Alnor Type #3223 prometers;
- 80 Alnor Navy-type Terminal Tubes;
- 17 Manning, Maxwell and Moore #268 Navy-type thermometers;
- 3 Briggs Fuel Oil Filter Strainer Units;
- 3 Filter Strainer-Spares for Briggs Fuel Oil Filter Strainer Unit.

THOMAS H. BECK

PRESIDENT, CROWELL-COLLIER PUBLISHING COMPANY
(Publishers of *The American Magazine*, *Collier's*, and *Woman's Home Companion*)

who has chosen as his theme

"Don't Fence Me In!"

will give the song a new and significant twist
in relation to postwar prosperity
and foreign trade

at Luncheon in the Commercial Club

Thursday, March 22, 1945

**Tables are not reserved, but tickets must be purchased in advance. Members will be taken care of to the limit of capacity, but it will be to your advantage to make reservations early before ticket sales are opened to the general public.*

Sponsored by

SAN FRANCISCO CHAMBER OF COMMERCE
SAN FRANCISCO COMMERCIAL CLUB

SAN FRANCISCO CHAMBER OF COMMERCE

333 Pine Street, San Francisco 4, California

Please reserve.....place(s) for me at \$1.50 each at luncheon honoring Thomas H. Beck on Thursday, March 22, in the San Francisco Commercial Club, at 12 noon.
(Kindly enclose self-addressed envelope for forwarding tickets.)

Name

Firm

Address

Check
Enclosed

\$

*At Luncheon in

The San Francisco Commercial Club

Thursday Noon

March 22, 1945

Price \$1.50 per plate
{ \$1.46 plus 4c tax }

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, and refer to the Trade Tip's number.

In order to gauge the effectiveness of the Foreign Trade Tips, this department kindly asks that the interested firms, when replying to the Tips, also prepare a carbon copy whenever possible for this department's records.

3832 SPORTING GOODS FROM INDIA—Vital Sports Works, Greenwood Street, Sialkot City, British India, would like to get in touch with agents and importers of sporting goods. They manufacture cricket and hockey balls; footballs; leg, ankle, shin, and inner guards; and gloves.

3833 OIL BASES FOR MEXICO—Uribe, Medina y Cia., S. A., Ocampo, Num. 31, Desp. 2, Guadalajara, Jal., Mexico, wants to import essential bases for the preparation of synthetic edible fats and oils.

3834 REPRESENTATION IN PUERTO RICO—Aponte Bros., 19 E. Bourne Bldg., San Juan 6, Puerto Rico, act as sales representatives for American manufacturers and exporters specializing in dry goods, clothing novelties, hardware, and plastics.

3835 FRUIT FOR SWEDEN—Axel Bodens Handels Aktiebolag, Postgörokonto 4767, Stockholm 7, Sweden, are interested in importing California canned and dried fruit.

3836 MEXICAN DOLLS—Plásticos Pomex, S. R. L., Av. San Angel 400, Villa Obregon, D. F., Mexico, manufacture plastic dolls of porcelain finish, movable eyes and various styles of dress, including Mexican. Also, they would like to import mohair wool, suitable in the manufacture of doll wigs.

3837 SPANISH FISHING EQUIPMENT—Pascual Ponce, Paseo del Malecon 1, Murcia, Espana, exports fishing equipment such as fishhooks, reels, bamboo canes, etc.

3838 SPANISH SOAP AND PERFUME—Laboratorio Granell y Beltran, S. L., Avenida del Puerto 159-161, Valencia, Espana, manufacture soap and perfumes for export. Samples may be examined at World Trade Department.

3839 CUBAN MANUFACTURERS—R. P. Gomez Castellanos, San Lazaro 311, Vibora Habana, Cuba, specializes in the manufacture of products whose base is alcohol.

Jose R. Tremols, Luis Estevez 564, Vibora Habana, Cuba, offers to export fancy sandals and shoes with woven soles.

3840 PIGNONS FROM ITALY—Societa Anonima Lavorazione Pinoli, Pisa, Italia, would like to export pignons (pinoli). Company has had former business connections with American firms.

3841 REPRESENTATION IN EL SALVADOR—Juan M. Calderon & Cia., Avenida Cuscatlan No. 31, San Salvador, El Salvador, is a newly organized company of experienced men interested in representing foreign firms and exporting national products.

3842 REPRESENTATION IN MEXICO—Imco, S. A., Apartado No. 2770, Mexico, D. F., would like to represent firms producing chemical, photographic, and pharmaceutical products, as well as textile machines.

3843 TOMATOES FROM MEXICO—The Asociacion de Productores de Legumbres in Sonora, Mexico, is anxious to sell its tomatoes directly to buyers in the United States.

3844 LARD AND EGGS FOR MEXICO—American Trading Co. S. de R. L., Av. Juarez No. 30, Mexico, D. F., are interested in importing lard and eggs. For full details phone World Trade Department. This company has prepared complete lists of the products it imports and exports. Copies may be obtained from World Trade Department.

3845 MACHINERY FOR NICARAGUA—Ramon A. Ruiz, Apartado 152, Managua, D. N., Nicaragua, is most anxious to get in touch with manufacturers of compressed air generators, turbines, and electric generators.

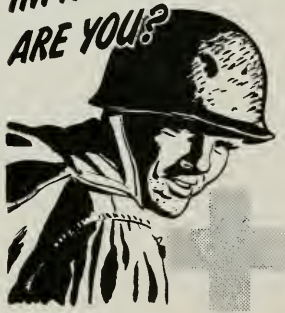
New Speakers Bureau of the S. F. C of C Will Take More Members

San Francisco Chamber members interested in joining the Chamber's Speakers Bureau are still welcome, J. Roger Deas, chairman, today stated.

"We are pleased with the response to our first call for Speakers Bureau members and the 20 present members are extremely enthusiastic and valuable additions to the Chamber's working crew.

"Although the first two 'brush-up' meetings of the Bureau have been held, we shall take on new members at any time to assist us in carrying the Chamber's message throughout the city and the Bay Region."

*I'M NOT THROUGH—
ARE YOU?*



KEEP RED CROSS AT HIS SIDE

Manpower, Housing Bay's No. 1 Problems Solution Up To Residents

On a special tour of several naval installations around the bay, it was learned that women and men needed to "Man the Battle Stations" are primarily in the skilled fields.

Mechanics, electricians, machinists, patrolmen and laborers are classifications where male civilians are urgently needed.

• Among women, typists, clerks, stenographers, and skilled tradesmen are at a premium.

Alameda Naval Air Station and Hunters Point employ a large percentage of women, and maintain facilities to train both men and women at government expense.

Because of the serious lack of housing in the Area, the U. S. Employment Service has had to forego all recruitment from outside the vicinity.

Designed to attack these two "Number One" problems in the wartime San Francisco Bay Area are the campaigns, "Share Your Home" and "Man the Battle Stations."

Dinner for Chinese Businessmen

A dinner meeting honoring five of the Chinese delegates to the International Business Conference at Rye, New York, was held last night by the Foreign Trade Association of the San Francisco Chamber of Commerce.

• Guests of honor were the following Chinese business executives:

T. F. Lu, president; S. S. Tong, vice president and traffic manager; and T. H. Sun, Secretary to Lu, of the Ming Sung Industrial Company.

Dr. Wen-Han Wei, Assistant General Manager, China Merchant Steam Navigation Company.

L. S. Hsu, director, China overseas division, Overlakes Freight Corporation.

The San Francisco Chamber of Commerce

333 Pine St., San Francisco 4

EXbrook 4511



Bay Region Business

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WASHINGTON NOTES

● **Critical Materials**—Emphasizing the imperative need for increased conservation and salvage of critical materials because of the drain on supplies resulting from the stepped up tempo of the war, a new Conservation and Salvage Division of the War Production Board has been established.

● **Selective Service**—For the assistance of employers seeking to have the War Production Board certify to local draft boards the "irreplaceability and indispensability" of essential deferred employees under 30 years of age, the WPB Office of Manpower Requirements has published a guide outlining the proper procedures to be followed.

The title of the new publication is *Advice to Employers Regarding Selective Service*.

A purpose of the guide, aside from outlining the new WPB certification procedure for deferment requests, is to provide employers with a single over-all statement of current Selective Service procedures affecting occupational deferments. Copies may be obtained by addressing the WPB field office in San Francisco.

● **Building Materials**—Data on quantities of building materials used in new construction in the United States in 1944 and estimated consumption for the first quarter of 1945 have been released by the War Production Board. Greatest decline in consumption in 1944 as compared with 1943 was shown in copper, 59 per cent; that of lead was 55.1 per cent; steel, 50.9 per cent, steel plate, 57.7 per cent; and zinc, 52.4 per cent.

● **Employment**—Stepped-up military requirements overshadowed marked gains in employment in critical war plants during January, according to Paul V. McNutt, chairman of the War Manpower Commission. Steeply expanded production schedules for certain urgently needed war materials will require substantial gains in the labor force for critical war plants and necessary war-supporting activities during the next six months.

From the Chamber's Washington Office.

S.F. Groups Cooperate On All-Out Greeting to Cabanatuan Heroes

Appreciation for cooperation and wholehearted welcome which San Francisco groups and the public as a whole accorded the Cabanatuan Hero celebration was voiced today by Henry F. Grady, chairman, Citizens Committee, and president of the San Francisco Chamber.

"Our newspapers, theatres, florists, taxicab services, musicians and vocalists and countless others went all-out in their contributions," Grady said, "and we can well be proud of them."

● **Harold Mills** of the San Francisco Chamber Public Affairs Department, who managed the staff work for the Citizens Committee, commented on the assistance given him by Jack Greer, executive secretary, U.S.O., the Palace Hotel, Ray Hackett and his orchestra and singers, on arrangements for the luncheon held for the Bataan heroes Monday.

● **Following** is a list of contributions by San Francisco groups:

- **Taxicab service** courtesy Yellow Cab Company and De Soto Sedan Service.
- **Floral decorations** for luncheon and special flowers for hospital cases courtesy San Francisco Florists.
- **Long distance telephone** calls home for each man courtesy San Francisco Examiner.
- **Admittance** to all downtown motion picture theatres courtesy California Theatre Association, Inc.
- **Transportation** courtesy American Red Cross Motor Corps.
- **Singers** courtesy American Federation of Radio Artists.
- **Orchestra** courtesy Musicians Union Local No. 6.

UNITED NATIONS HEADQUARTERS

Following is a statement made today by Henry F. Grady, president, San Francisco Chamber of Commerce, on San Francisco as a permanent headquarters for the United Nations World Peace organization:

"Should the United Nations be sympathetic to the establishment of its permanent headquarters in the United States, it would be most appropriate that it be in or near San Francisco. San Francisco should be prepared to invite the United Nations to establish permanent headquarters here.

A small committee of the San Francisco Chamber of Commerce will there-

Thomas H. Beck of Crowell-Collier Will Speak Here, March 22

Thomas H. Beck, president, The Crowell-Collier Publishing Company, will be guest speaker at a San Francisco Chamber of Commerce and Commercial Club luncheon, Thursday, March 22.

"DON'T FENCE ME IN!" will be the title of his talk which will deal with why and what must be done to achieve postwar prosperity, especially in relation to foreign trade.

● **Beck is also** a director of the Metropolitan Life Insurance Company and a recipient of the Frank M. Hawkes Memorial Award for outstanding contributions to aviation in 1941.

He was elected president of Collier's in 1924 and president of the entire company—Crowell-Collier in 1934.

● **Crowell-Collier publishes** *The American Magazine*, *Collier's* and *Woman's Home Companion*.

Beck has also been connected with Pacific Coast Borax Co., Armour and Company, Procter and Gamble, and American Lithographic Co.

fore be appointed to look into the matter, so that San Francisco will be prepared to take such steps as developments may warrant.

"The General Assembly, on which will be represented all the United Nations, and which will determine the matter of location, cannot act until (1) the Dumbarton Oaks proposals as written or as amended have been agreed to at the April 25th meeting in San Francisco; (2) such final agreements have been ratified by the parliaments and congresses of the United Nations; and (3) the organization has been actually set up and the financing provided for.

"It is not known, of course, whether
(Continued on page 4)

1945 San Francisco Chamber of Commerce

Following are 1945 members of San Francisco Chamber of Commerce committees and governing boards of organizations affiliated with the Chamber.

Members were appointed by Henry F. Grady, president.

• These committees are standing committees of the chamber.

From time to time as problems present themselves, special committees are appointed.

• Agricultural Committee

John E. Pickett, *chairman*, Pacific Rural Press, R. L. Adams, California Farm Production Council, Ray E. Badger, Associated Farmers of California, Inc., Harold J. Bird, City and County of San Francisco, Thomas A. Brooks, City and County of San Francisco, Wendell T. Calhoun, United States Department of Agriculture, Bureau of Agricultural Economics, W. B. Camp, Georgiana Farms, William F. Carroll, City and County of San Francisco, T. W. Christensen, Pacific Gas and Electric Company, H. G. Claudius, Consolidated Milk Producers for San Francisco, J. C. Cooke, Spreckels Company, Low Cook, Salfway Stores, Incorporated, John Cuddy, Californians, Inc., William Darsie, Walnut Grove, Joseph Di Giorgio, Di Giorgio Fruit Corporation, Robert Di Giorgio, Di Giorgio Fruit Corporation, John W. Elwood, National Broadcasting Company, Inc., Willard D. Ellis, Farm Credit Administration of Berkeley, Harry J. Eustace, Farm Market Relations, Inc., E. W. Everett, State Bureau of Agricultural Education, Adrien J. Falk, S. & W. Fine Foods, Inc., Austin Fenger, KFSO, A. M. Frost, Pacific Gas and Electric Company, R. V. Garrod, Farmers Educational & Cooperative Union of America, California Div., San Greene, California Dairy Council, Sgt. Leonard B. Gross, San Francisco, W. D. Hadel, California Retail Grocers and Merchants Association, Ltd., Fred J. Hart, Monterey County Farm Bureau, Joe Hart, California Farm Bureau Federation, Fred J. Hoegs, Associated Farmers of Stanislaus County, Joseph F. Hunt, J. F. Hunt & Co., C. B. Hutchison, University of California, College of Agriculture, Ben G. Kline, City and County of San Francisco, John Lawler, *vice chairman*, Poultry Producers of Central California, R. R. Leckhart, Bank of America, N. T. & S. A., William J. Losh, City & County of San Francisco, Linden Loud, Holt, California, Dan C. McKinney, California Cattlemen's Association, David W. Miller, Linden, Raymond W. Miller, Washington, D. C., James Mills, James Mills Orchard Corporation, Ralph E. Moyse, Wholesale Fruit & Produce Dealers Association, Osmond Murdock, Implemen Record, B. A. Overland, Hanford, V. R. Parrish, Modesto, Alfred B. Parsons, *vice chairman*, Clarkburg, A. J. Quint, California Holstein-Friesian Association, Le Roy Rankin, California Cattlemen's Association, L. A. Rozzoni, California Farm Bureau Federation, James L. Sawyer, California Wool Growers Association, Henry Schacht, KFO, National Broadcast- ing Company, Inc., Earl D. Schlamman, Pacific States Livestock Producers Association, E. W. Stephens, South San Francisco Union Stock Yards, Dwight H. Stephenson, Elk Grove, Henry L. Strobel, Associated Farmers of California, C. P. Tanner, Domestic Trade Department, San Francisco Chamber of Commerce, Jesse W. Tapp, The Astorian, Farmers of California, F. A. Tissier, Retail Grocers Association of California, Grover D. Turnbull, Golden State Company, Ltd., Prof. H. B. Walker, University of California, College of Agriculture, John S. Watson, Associated Farmers of California, Inc., Robert N. Wilson, Agricultural Department, California State Chamber of Commerce, W. P. Wing, California Fruit Growers Association, Ray B. Wiser, California Farm Bureau Federation.

• Committee on Appeals

Ian Armstrong, *chairman*, American Trading Co. of San Francisco, Percy C. Denroche, S. L. Jones & Company, Harry L. Evans, E. C. Evans Agencies, Managers, S. M. Haslett, J. H. Haslett, Warehousing Company, E. D. Joyce, Globe Grain & Milling Co., Clifton H. Kroll, Atkins, Kroll & Co., B. J. Older, Benjamin J. Older.

• Arbitration Committee

Henry Rosenfeld, *chairman*, John Rosenfeld's Sons, Edward Branstetter, M. J. B. Co., D. C. Dorward, Dorward & Sons Co., W. B. Reis, El Dorado Oil Works, B. T. Rocca, Pacific Vegetable Oil Corporation, Vernon Skews-Cox, United States Fidelity & Guaranty Co.

• Bay Area Aviation Committee

Executive Committee: Edward V. Mills, *chairman*, Fireman's Fund Insurance Co., J. H. Behrens, Napa Chamber of Commerce, Marsden S. Blois, Bank of America, Capt. C. C. Champion, Jr., Western Sea Frontier, S. V. Hall, United Air Lines, Comm. H. E. Halland, 12th Naval District, Harvey Hancock, United Air Lines, Jack H. Helms, Johnson & Higgins of California, Ray J. Hess, Civil Aeronautics Administration, Col. Theodore Matthews, Western Defense Command, Kenneth R. MacDonald, San Francisco Chamber of Commerce, Edward P. McCall, Tide Water Associated Oil Company, Fred D. Parr, Parr Richmond Terminal Corp., Mrs. Laura Roeder, Belmont Chamber of Commerce, Donald Still, General Motors Corporation, Col. E. H. Zistel, 4th Air Force.

Airport Sites: Ray J. Hess, *chairman*, Civil Aeronautics Administration, Fred L. Ellsworth, Shell Oil Company, Inc., L. Daming Tilton, City Planning Commission.

Aviation Industries: Jack H. Helms, *chairman*, Johnson & Higgins of California, Ivar Akselsen, Pacific Aircraft Co., L. B. Daniels, Seelye and Company, G. L. Fox, San Francisco Chamber of Commerce, Lynn A. Schloss, Emeryville Industries Association.

East Bay: Fred D. Parr, *chairman*, Parr Richmond Terminal Corp., A. H. Abel, Port of Oakland, Henry J. Arnaud, F. Bruce Maiden Co., Chester Bekins, Bekins Van & Storage, E. H. H. Hammond, Oakland Chamber of Commerce, George W. Jones, C. A. Hooper & Co., Jack Melville, Codornices Village, Fitch Robertson, City Hall, Berkeley, W. C. G. Campbell, Berkeley Chamber of Commerce, Howard Waldorf, Oakland Post-Enquirer, Don E. Ward, W. and W. Garage.

Finance: Marsden S. Blois, *chairman*, Bank of America, R. E. Fisher, Pacific Gas & Electric Co., Charles Page, Johnson & Higgins of California, S. H. Palmer, San Francisco.

Legislative: Edward P. McCall, *chairman*, Tide Water Associated Oil Co., E. A. Bailey, Matsen Navigation Company, Richard F. Bradley, Standard Oil of California, Theodore A. Kolb, Sillivan, Roche, Johnson & Farrar, Reginald S. Laughlin, Treadwell & Laughlin, Fred D. Parr, Parr Richmond Terminal Corp., Col. Allen G. Wright, Wright & Larnson.

North Bay: J. H. Behrens, *chairman*, Napa Chamber of Commerce, L. I. Burnett, Santa Rosa Building & Loan Association, Frank O. Bell, Vallejo Bus Company, Fred Cairns, San Rafael Chamber of Commerce, Aubrey Sanderson, Sanderson Motor Company.

Peninsula: Mrs. Laura Roeder, *chairman*, Belmont Chamber of Commerce, Herbert Bowhman, San Mateo Chamber of Commerce, Peter Dahl, Phoenix Simpton Company, Frank McKenzie, Pan American World Airways, E. H. Renzel, Jr., Renzel Grocery Co., R. Guy Smith, San Mateo County Chamber of Commerce, William M. Tener, United Air Lines.

Public Relations: Donald Still, *chairman*, General Motors Corporation, Robert L. Philippi, J. Walter Thompson Co., Will Williams, San Francisco Chamber of Commerce.

Technical: S. V. Hall, *chairman*, United Air Lines, A. H. Abel, Port of Oakland, S. J. De France, American Laboratory, E. H. H. Hammond, San Francisco Chamber of Commerce, Elsenor, Chicago Bridge & Iron Company, Ray Morrison, Industrial Accident Commission, Clarence M. Young, Pan American World Airways.

Traffic: Harvey Hancock, *chairman*, United Air Lines, Roy Backman, Western Air Lines, Inc., Dall De Weese, American Air Lines, Inc., M. G. Lickie, Railway Express Agency, Inc., Eric Smith, Transcontinental & Western Air, Inc.

• Customs Committee

R. R. Bellington, *chairman*, P. W. Bellington, Robert E. Blinn, Hoyt, Shepton & Sciaroni, Arthur J. Fritz, Arthur J. Fritz & Co., W. A. Cash, Frank P. Dow, R. L. Madson, J. H. Murphy & H. P. Paul, S. Riley, Co., Inc., J. C. Robinson, Harter, Robinson & Co., Martin S. Rosenblatt, Gump's, Fred R. Stecker, City of Paris Dry Goods Company, Harold J. Steele, H. M. Newhall & Co.

• Domestic Trade Committee

Carl J. Eastman, *chairman*, N. W. Ayer & Son, Inc., Frank E. Bodine, Westinghouse Electric & Mfg. Co., R. D. Brighl, California California National Bank of San Francisco, Sherwood Coffin, Coffin-Redington Co., Vern A. Culver, *vice chairman*, Chanslor & Lyon Co., Frank Edwards, Frank Edwards Co., Edmund J. Farina, Fibreboard Products, Inc., Harold W. Graybiel, American Trust Company, Ronald E. Kaehler, San Francisco Stock Exchange, Albert J. Kessler, Albert J. Kessler & Co., J. H. Kilpatrick, Kilpatrick's San Francisco Bakery, Julius Marx, Haas Brothers, B. J. Nordstrand, Mullen Manufacturing Co., Frank T. Peach, Eng-Skell Company, Ernest Rosentraner, Kroehler Mfg. Co., Frank R. Runyan, Western Merchandise Mart, Walter F. Stevens, Foster and Kleiser Company.

• Executive Committee

Henry F. Grady, *chairman*, American President Lines, Ltd., Carl J. Eastman, N. W. Ayer & Son, Inc., Harold W. Kilpatrick, Kilpatrick's San Francisco Bakery, E. J. McLaughlin, Standard Oil Company of California, W. Lansing Rebschuld, Yellow Cab Co., J. Prentiss Rowe, A. I. Hall & Son, Inc., Roland Tognazzini, Union Sugar Company, Brayton Wilbur, Wilbur-Ellis Company, Col. Clarence M. Young, Pan American World Airways.

• Finance Committee

Prentiss A. Rowe, *chairman*, Auto Station KWO, Chas. A. Dostal, Westinghouse Electric & Mfg. Company, Frank Edwards, Frank Edwards Company, Elmer G. Johnson, National Safety Company, George D. Kelly, Bank of America, Karl F. Schuster, Acme Breweries.

• Foreign Trade Association Executive Committee

O. C. Hansen, *president*, Frazar & Hansen, Kenneth B. Campbell, *second vice president*, San Francisco Chamber of Commerce, Nicholas Craig, Pan American World Airways, J. S. Curran, Anglo California National Bank of San Francisco, A. McKie, Donnan, J. H. G. Gribble, *vice president*, Marine Office of America, W. B. Gribble, W. P. Fuller & Co., E. H. Hurst, Matson Navigation Company, Frank M. Jacobs, Union Oil Co., John J. Judge, *vice president*, Department of Commerce, E. Kinnoch, *treasurer*, American Trust Company, P. A. Lazarus, Getz Bros. & Co., J. J. Lermen, Jr., Tide Water Associated Oil Co., Emil Leuenberger, Wells Fargo Bank and Union Trust Company, Ira S. Lillick, Lillick, Geary, Olson & Charles, E. J. Macfarlan, *first vice president*, Standard Oil Company of California, George H. Mahoney, W. R. Grace & Co. M. J. McCarthy, San Francisco Foreign Freight Forwarders, Inc., Wm. F. Mincham, Bank of America, N. T. & S. A., Wm. L. Montgomery, *second vice president*, China-American Council of Commerce & Industry, Inc., P. R. Mott, Southern Pacific Company, Jay T. Reed, O. H. McAllister & Company, R. J. Roeding, *third vice president*, R. J. Roeding & Company, R. H. Scott, General Steamship Corporation, P. R. Tobin, The Western Pacific Railroad Company.

• Foreign Trade Committee

Brayton Wilbur, *chairman*, Wilbur-Ellis Co., Ian Armstrong, American Trading Co. of San Francisco, R. R. Bellington, P. W. Bellington, J. E. Black, Standard Oil Company of California, A. J. Brighl, United States Department of Commerce, Dr. J. B. Condliffe, University of California, Clarke A. Cross, Assistant Collector of Customs, J. De Valle, Del Valle, Kahnman & Co., D. C. Dorward, Dorward & Sons Co., H. C. Dunlap, Dried Fruit Association of California, Fred B. Gribbair, Marine Office of America, W. B. Gribble, W. P. Fuller & Co., O. C. Hansen, Frazar & Hansen, E. H. Hurst, Matson Navigation Company, John J. Judge, *vice president*, Department of Commerce, E. Kinnoch, American Trust Company, E. R. Knauf, Zorn Zellerbach Corporation, Clifton H. Kroll, Atkins, Kroll & Co., Frank L. Lawrence, Lawrence & Tuck, Arthur P. Lazarus, Getz Bros. & Co., J. H. Lermen, Jr., Tide Water Associated Oil Company, Ira S. Lillick, Lillick, Geary, Olson & Charles, H. A. Magnuson, *vice chairman*, Connell Bros. Company, Ltd., George H. Mahoney, Connell Bros. Company, Ltd., E. J. Marsman, Marsman Company of California, R. A. May, Getz Bros. & Co., Lloyd Mazera, Bank of America, N. T. & S. A., Wm. L. Montgomery, *vice president*, The Western Union Telegraph Company, Richard D. Quinnan, Jr., Parrott & Co., Jay T. Reed, O. H. McAllister & Company, R. J. Roeding, R. J. Roeding & Co., H. R. Scott, General Steamship Corporation, Ltd., Harry R. Sims, Hasslet Warehouse Company, V. B. Smith, Sperry Flour Com-

Earl Lee Kelly, *chairman*, Bank of America, L. A. Bailey, California Warehousemen's Assn. Warehousemen's Assn., Baker St. Hamilton, Marquette, Mounting The San Francisco Bank, S. G. Fisher, L. E. Emanuel Inc. Ernest Ingold, Ernest Ingold Company, Elmer B. Johnson, Santa Fe Railway, Edward D. Landels Landels & Weigel, Thomas J. Lenehan, Seymour Durr Company, Julius Marx, Haas Brothers, J. Newland, J. Schomberg, J. Pratt, Pacific Coast Landers Mrs. James Rolph III, Hinchman Rolph & G. R. D. Stetson, Shell Oil Company, R. I. Stringham, American Institute of Architects, Karl M. Stull, Retail Dry Goods Association, J. D. Sullivan, Hotel Employees Association, King Whitehead, Mason-McDuffie Company, Kirk Wilkin, Zellbach Paper Company.

Contract Termination Meet to be Held Friday

All Bay Area war contractors and sub-contractors are urged by the San Francisco Chamber of Commerce and Termination Coordination Committee to attend a meeting on contract termination, Friday, March 16.

● **The meeting will be held at 2:00 P.M.** in the University of California Extension Division lecture hall, 540 Powell Street.

"What To Do Now About Future Contract Terminations," is the subject of the meeting which will be addressed by Lt. Comdr. E. J. Demson, vice chairman of the San Francisco Termination Coordination Committee.

● **The committee is composed of** all local procurement agencies.

The Chamber urges that efforts of the procurement agencies properly to inform contractors of procedures involved prior to the time that a termination notice is served should receive full cooperation.

Tickets for Civic Unity Meet

Tickets for the Civic Unity Mass Meeting, 2:00 P.M., Sunday, March 25 at the Civic Center, sponsored by the Council for Civic Unity may be purchased at the San Francisco Chamber of Commerce.

Mrs. Twohey, at 333 Pine Street, EXbrook 4511, Extension 43, will handle requests for tickets.

C of C Representative at Supervisors' Meeting

Attending the Board of Supervisors meeting, Monday, March 12, was:

George H. Jess, member San Francisco Chamber Board.

S.F. Chamber Urges Further Study of State Health Insurance Plan

The San Francisco Chamber of Commerce Board of Directors has approved a special committee's recommendation that the Chamber urge the State Legislature to continue its efforts to arrive at a sound plan of health insurance.

● **The committee specified in its recommendation** that the plan be "fair and equitable to the public, the employee, the employer and the medical profession" and that the Chamber "reserve the right to pass judgment on the principles involved in the final proposal."

● **Following is the statement of the committee:**

"The Committee believes that a pre-paid health insurance plan is desirable and that there is a social need in the health field which will not be met by voluntary insurance.

"However, after studying the salient provisions of the various so-called health insurance bills, listening to proponents and opponents of these bills, and protracted deliberation, the Special Committee, appointed by you to consider the subject, concluded that, in its opinion, there is question as to:

1. Financial soundness of the plans so far presented with respect to breadth of coverage, types of services, and benefits conferred;

2. Whether or not California industries will be penalized in competition with those of other states if health insurance legislation and the tax to finance it is adopted. This is of the utmost importance inasmuch as it is the Committee's belief that jobs, particularly in California during the coming period of reconversion, are the No. 1 consideration in any social security legislation. Any tax ultimately and inevitably reflects itself in the cost of goods produced."

● **Attention was called by the Chairman of the Committee to the following points** which bear on the subject and were discussed at some length in both meetings of the Committee.

"First, if a compulsory health insurance plan were adopted by California, it would be the first state in the Union to take such action. Consequently, whatever is done along these lines at this time can be considered, in substantial measure, a pioneering job. It was the general feeling that inasmuch as there are but few reliable guide posts as to the probable result from operation on a statewide basis of a compulsory health insurance plan, any legislation should err on the conservative side with a view to increasing the

coverage, types of services and benefits conferred when, as and if experience justifies. "Secondly, it should be understood by all interested parties that the word "compulsory" as used in connection with health insurance refers only to pre-payment of premium and has nothing to do with the use of the professional services to be rendered. In this respect, it is like any other tax which is uniformly applied."

Following are the names of the members of the Special Committee on Health Insurance, as well as those who appeared before the Committee:

Leland M. Kaiser, Kaiser & Co., chairman. Thomas Coakley (attorney), Littler, Coakley & Lauritzen. Sherwood Coffin (wholesale), vice president. Coffin-Kedington Co. Rt. Rev. Monsignor Win. J. Flanagan (public), Director of Catholic Charities for Archdiocese of San Francisco. H. B. Harding (railroad), Tax Commissioner. Southern Pacific Co. Felix Kahn (contracting, shipbuilding), president. McDonald & Kahn. Charles Kendrick (manufacturing), president. Schlage Lock Co. Lee Laird (manufacturing and distribution), manager. Annuities & Benefits Division. Industrial Relations Department. Standard Oil Company of California. Thomas J. Lenehan (retailer), secretary. Seymour Drug Co. and president. Retail Merchants Assn. Bert W. Levitt (attorney), Long & Levitt. Carroll Newburgh (public), president. Central Council of Civic Clubs. John E. Pickett (agriculture), editor. Pacific Rural Press. R. H. Rebele (banking), vice president and director. Wells Fargo Bank & Union Trust Co. Thomas H. Sanford (retailing), assistant controller and publicity director. O'Connor, Moffatt & Co. Harry S. Scott (transportation), president. General Steamship Corp. Rev. Dr. H. H. Landrum (public), executive secretary. San Francisco Council of Churches.

Guest Speakers: Barney Mayes, director of research, California State Federation of Labor. Dr. Rodney Voell, physician. Paul Pinsky, research director, Regional Office, C.I.O. John Hunton, executive secretary, California Medical Assn. Dr. John Leggett, representing California Dental Assn. Ralph Nelson, secretary-actuary, San Francisco City & County Employees' Retirement System. William Sweigert, secretary to Governor Warren.

United Nations Headquarters

(Continued from page 1)

its decision will be to take over the magnificent League of Nations building at Geneva (completed only a few years ago) or select a new site and erect new buildings elsewhere.

If it is decided to locate elsewhere than at Geneva, it is not of course known what country will be selected. All we can do is to explore the matter fully and invite the selection of San Francisco when it is appropriate to do so.

"Obviously, an organized campaign would be quite improper and unworthy of San Francisco which will be highly complimented and honored by this meeting. But we do want to do everything that is possible and appropriate. The committee will study and report to our Board on every phase of the question."



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Number 12

WASHINGTON NOTES

● **Rubber**—The War Production Board's Rubber Bureau has released preliminary information on a project at Emeryville, California, which is part of the truck tire expansion program. The Defense Plant Corporation has authorized \$200,000 for expansion of the Oliver Tire and Rubber Co. at Emeryville.

The total expenditure involved will approximate \$400,000. When this project is in maximum production it is expected to produce 300,000 truck tubes per year, and full production is expected to be reached in September.

● **Inter-America**—The Office of the Coordinator of Inter-American Affairs is releasing for distribution in all Latin American countries a series of photographs of many buildings in San Francisco together with booklets describing "San Francisco—World City." This is being done as a preliminary to the SAN FRANCISCO CONFERENCE and will be followed by additional information early in April.

● **Bruton and WFA**—

At the request of the Secretary of War, Brigadier General Philip G. Bruton, United States Army, is being released from his duties as Director of Labor, War Food Administration, in order that he may return to duty with the Corps of Engineers, United States Army. His release will be effective on or about March 25, 1945. Lieutenant Colonel Wilson R. Buie, Corps of Engineers, United States Army, now serving as Assistant Director of Labor, War Food Administration, has been designated Director of Labor effective upon release of General Bruton.

In a letter addressed to the Chamber General Bruton says, "I particularly desire to express my appreciation to the San Francisco Chamber of Commerce for their cooperation and assistance during the time I have been with the War Food Administration."

—From the Chamber's Washington Office.

San Francisco Greet Second Group Bataan Heroes with Luncheon

Official San Francisco welcome to the second large group of Bataan heroes was held Tuesday, March 20.

Luncheon for some 338 liberated prisoners from Cabanatuan was held in Peacock Court of the Mark Hopkins Hotel, with Henry F. Grady, chairman, Citizens Committee, presiding.

● A caravan transported the prisoners from Letterman General Hospital to the City Hall where Mayor Roger D. Lapham greeted the heroes and presented to them official gold medallions from San Francisco.

The luncheon guests were entertained with music by Ted Straeter and his orchestra and vocalist Victoria Hill, through the courtesy of Musicians Local No. 6 and the American Federation of Radio Artists, respectively.

S. F. CofC General Manager Speaks to San Mateo Chamber

As guest of the San Mateo Chamber of Commerce, Louis B. Lundborg, general manager, San Francisco Chamber, will speak at a luncheon for the San Mateo organization membership, tomorrow, Friday, March 23.

"The Bay Area Looks At Tomorrow" will be the subject of Lundborg's talk.

● President Daniel J. O'Connell will preside.

"Work Pile" Appointments

Additional appointments to the Work Pile Committee as follows: George L. Russell, Savage Transportation Co., Inc., and William H. Petering, Maundrell and Bowen, Inc., were announced today by Henry F. Grady, president of the Chamber.

Special Committee to Study S. F. as Peace Organization Home

A committee of five to represent the San Francisco Chamber of Commerce in developing plans in connection with the possible selection of San Francisco as a permanent headquarters for the United Nations World Peace Organization was appointed last week by Henry F. Grady, president.

Walter A. Haas, president, Levi Strauss & Company, was named chairman of the committee.

● Members are: Adrien J. Falk, vice president and general manager, S & W Fine Foods, Inc., and member, Board of Education.

Leland W. Cutler, president, World Trade Center, Inc.

Maurice E. Harrison, Attorney. Brayton Wilbur, president, Wilbur-Ellis Company, Vice President San Francisco Chamber of Commerce, and chairman of its Foreign Trade Committee.

Purpose of the committee is to study all phases of the question, watch developments as the peace organization takes form, and take such steps as developments may warrant in the matter of inviting the United Nations to establish permanent headquarters in San Francisco.

Attention Chamber Members!

During the period of the United Nations Conference, and at least from April 22 to June 10, the hotels of San Francisco will find it difficult, if not impossible, to accept reservations from other than military personnel or essential civilians directly connected with the war effort.

It is suggested that you advise all of your business associates and other contacts outside San Francisco who might ordinarily be planning a trip to this area during that period, urging that they schedule their trip for another time.

Kenneth MacDonald to Speak to Tobacco Club Tomorrow

Kenneth MacDonald, manager, San Francisco Chamber of Commerce Aviation Department, will be guest speaker tomorrow, March 23, at a luncheon in the Commercial Club, sponsored by the San Francisco Tobacco Club.

MacDonald, who is also secretary, Bay Area Aviation Committee, will review development of the aviation field and outline significance of aviation to the future of the Bay Area.

Junior Cof C Starts Clean-Up Drive

State Farming Pamphlet

The San Francisco Chamber has obtained a supply of a detailed pamphlet on *Farming in California for the Newcomer* by Arthur Shultis.

● The pamphlet is issued by the University of California, College of Agriculture, Agricultural Experiment Station, at Berkeley.

Anyone interested in obtaining a copy should get in touch with Charles E. Gibbs, manager, Chamber's Agricultural Department, 333 Pine Street.

A "Clean-Up Campaign" sponsored by the San Francisco Junior Chamber of Commerce will be held prior to the San Francisco Peace Conference, Wm. C. McCubbin, chairman of the Committee, announced today.

The drive will open Saturday, April 7, with the slogan "Let's Clean Up, Company's Coming."

● Through the drive, the Junior Chamber hopes to make San Francisco citizens "Clean-Up" conscious, and thereby obtain cooperation from all groups and individuals in their efforts to present the best possible appearance to visitors arriving in San Francisco for the conference.

How and Where to Buy Surplus Goods

There are ten Federal agencies concerned in the disposal of surplus goods and properties.

For the guidance of local firms the following information is presented by the Domestic Trade Department of the Chamber:

● Reconstruction Finance Corporation

Surplus War Property Division, F. S. Leaver, in charge, 256 Montgomery Street, EXbrook 6206.

Disposes of capital and producers goods such as crude minerals, metallics and animal products; chemicals; metals; industrial, electrical, communication, railroad, and refrigeration supplies and equipment; yarns and cordage; leather, etc.

Interested firms should communicate with the office above, which is kept currently advised of items available through other RFC offices. Give a description of specific items desired, using commercial terms, including customary trade specifications and descriptions.

Desirable to state whether the items are for the purchaser's own use or for resale, and if for resale, whether prospective purchaser is dealer, supplier, distributor, or manufacturer and whether sale would be part of normal business activity.

● Treasury Department, Procurement Division

Office of Surplus Property, Sparks E. Bonnett, Regional Deputy Director, 30 Van Ness Avenue, Underhill 1922.

Disposes of consumers goods such as hardware, textile basic manufactures, office equipment, service station equipment, furniture, drugs and medicines, plumbing and heating equipment, leather and paper products, etc.

Sales restricted in most cases to regular channels of trade, that is, to manufacturers, wholesalers, jobbers, and retailers who deal regularly, and in more than a casual way, with the particular kinds of property involved.

Business concerns desiring to buy from the Office of Surplus Property should write to the above office and give the following information:

- Whether manufacturer, wholesaler, jobber, or retailer.
- The kind of merchandise regularly dealt in, being specific as to the nature of the lines carried; in other words, as an example: "men's shoes priced below \$6.50," rather than simply "footwear."
- Items which they are particularly desirous of buying.

A "Surplus Reporter" is issued from each regional office at regular intervals.

● War Food Administration

H. O. Wands, 821 Market Street, EXbrook 8381, handles two classes of commodities.

First, edible processed foods, and, secondly, inedible crude vegetable products such as cotton, flax, hemp, wool, gum turpentine, feed (manufactured), grain by-products feeds, feeds of vegetable origin, prepared mixed feeds, pet foods, feed not elsewhere classified.

Information on food sales of the four other WFA regional offices is obtainable from the local office or from Washington, D.C.

● Foreign Economic Administration

The special representatives of the Foreign Economic Administration in foreign countries will be authorized, within certain limitations, to dispose of surplus property located in the areas over which they have jurisdiction.

Exporters and domestic concerns with facilities for buying in foreign countries should send a list of their foreign representatives together with three completed copies of FEA Form 480, to the Office of Property Disposal, Foreign Economic Administration, Washington 25, D.C. They should also advise their foreign agents or principals to get in touch with Foreign Economic Administration special representatives in the areas in which they are interested in purchasing supplies.

The Foreign Economic Administration handles only those items in which they have an interest. The Army and the Navy handle their own surpluses located on foreign areas. Surpluses sold in other countries may not be re-imported.

● U. S. Maritime Commission

Prospective buyers should give specific information on each type of surplus in which interested.

Those interested in purchasing merchant ships and small powered watercraft under 1,000 gross tons should write to the Assistant Deputy Administrator for Small Vessels, Room 4078, Commerce Bldg., Washington 25, D.C.

Those interested in purchasing other maritime supplies should write to Chief, Surplus Property Section, Procurement Division, Commerce Bldg., Washington 25, D.C.

Local contact for information and limited amount of sales here is O. O. Johnson, Sales Department, U. S. Maritime Commission, 220 Bush Street, Garfield 3715.

● Navy Department

A. West Coast Field Branch, Navy Material Redistribution and Disposal Administration, Capt. Daniel M. Miller, Officer-in-Charge, 785 Market Street, SUtter 5203. Has jurisdiction over 11th, 12th and 13th Naval Districts—the Western States.

Disposes of a wide variety of materials and manufactured products, new, used, and scrap. Prospective purchasers, eligible under the law, should contact the above office which is interested in expanding its mailing list.

B. Mare Island Navy Yard, Capt. C. R. Eagle, Supply Officer, Comdr. E. W. Fenton, Survey and Sales Officer, Building 71, Vallejo 3-4511.

This office also disposes of a wide variety of materials and manufactured products. Interested bidders should contact the above office.

● War Department

Whenever any property is rendered excess by the termination of a war contract, the War Department gives the contractor first opportunity to buy, or to sell to others under price policies established by the Surplus War Property Administration.

All property of any kind which has no reasonable value except as scrap is sold as scrap by the salvage officers of the Army's Service Commands, or shipped to scrap storage centers. Dealers, when making inquiries of the salvage officers, should specify the classes of scrap they are interested in buying.

Address inquiries to salvage officers in Boston, New York, Baltimore, Atlanta, Columbus, Ohio, Chicago, Omaha, Dallas, Fort Douglas, Utah, and Washington, D.C.

● National Housing Agency

Building Conversion Division, Room 1006, Longfellow Bldg., Washington, D. C., Col. Charles Starr, Director.

All surplus war property of the class of housing property (including such community facilities financed through the Federal Works Agency as are located on the sites of housing projects) other than that under the control and jurisdiction of the War or Navy Departments.

● Federal Works Agency

Edward R. Whitman, Deputy Commissioner, Real Estate Management (Public Buildings Administration).

Raymond G. Church, Chief, Surplus Real Estate Office, Washington, D.C. All surplus war property of the class of community facilities financed through such agency, other than those located on the sites of housing projects.

● Smaller War Plants Corporation

Hugh S. Jenkins, Acting Regional Director, 1355 Market Street, KLondike 2-2300.

Prospective purchasers of surplus property will do well to keep in contact with the Corporation, explain their needs and avail themselves of the facilities offered.

C of C Adopts Aviation Committee Proposals

The following three resolutions recommended by the Bay Area Aviation Committee, were approved last week by the San Francisco Chamber Board:

● **First recommendation** was that the Army Corps of Engineers proceed at once to survey a site proposed for an airport on the Berkeley-Albany shoreline and report on its engineering feasibility as an airport adequate to meet commercial, semi-commercial and private flying demands of the future.

● **Second recommendation** was (a) that the California Legislature reject or table for the time being all taxation measures relating to aviation; (b) that the Legislature create an Interim Committee to work with the Civil Aeronautics Board in current studies now being conducted by the Board to the end that such taxation measures as may be adopted in California will be consistent with similar legislation adopted in other states; and (c) that proceeds derived from any aviation taxation legislation be placed in a special fund to be used exclusively for the development of aviation within the state of California.

● **Third Recommendation** adopted by the board was that the Legislature proceed during its 56th session to enact such districting, zoning and eminent domain measures as may be necessary to permit building and operation of airports and other landing facilities wherever such facilities may be required throughout the State.

SJVACOS Men Speak at CANCCOCE Regular Meeting Here

Inclusion of cotton textiles manufacture in the cotton industry of California is progressing according to a report made to the Central and Northern California Chamber of Commerce Executives (CANCCOCE) by M. W. Phillips, chairman of the special Cotton Textile Project Committee of the San Joaquin Valley Association of Commercial Organization Secretaries (SJVACOS).

Along with Phillips was another SJVACOS member, F. R. Fauver, of Visalia, who reported on the status of the Central Valley Project.

CANCCOCE has been actively interested in possibilities for development of cotton textile production in the San Joaquin valley.

Glenn Gustafson, president, SJVACOS, was chairman of the day.

S. F. Chamber Acts on Highway System Needs and Financing

Over Eight Million Dollars in Small S. F. Plants, Report Shows

Prime war contracts for small business have upsurged with the San Francisco region among the leaders, according to the latest bi-monthly report presented to Congress by Maury Maverick, Chairman of the Smaller War Plants Corporation.

John D. Stanard, Acting Deputy Regional Director, San Francisco, released the report for the period November 28, 1944, to January 25, 1945.

According to the report, San Francisco's share of the national total was 191 prime contracts, valued at \$6,812,429. In addition, during the two months the local regional offices assisted in obtaining 70 sub-contracts having a total of \$1,288,852, making an aggregate of \$8,101,281.

● According to Stanard, "All of this war work was placed with plants in this area having idle capacity and available labor, without affecting the critical labor situation in the major plants. This impressive total shows that an intensive utilization of small plants does away with the need for the building of additional facilities, thereby saving manpower, materials and money."

Employers Reporting Period Change Explained

Adoption by the California State Department of Employment of a midmonth reporting period for their quarterly reports on number of employees, payrolls, hours, etc., is in line with recommendations of the Advisory Committee on Government Questionnaires.

● **Favorable comment** on the change was contained in a letter received by General Manager Louis B. Lundborg from F. Stuart Fitzpatrick of the Chamber of Commerce of the United States, who is chairman of the Advisory Committee.

Fitzpatrick pointed out in his letter that industry throughout the country had favored such a change and that the Bureau of the Budget had approved the recommendation. "It was recognized," he said, "that the change will cause a temporary disturbance, but that the resulting uniformity would more than justify it."

The San Francisco Chamber of Commerce Board of Directors approved a report made jointly by its Street and Highway and Tax committees at its regular meeting Thursday, March 15, on four matters pertaining to State Highway System needs and means of financing.

● **A hearing** was held before the two committees before the recommendations were formed.

In the committees and in the board proponents and opponents were given opportunity to express themselves, and when final votes were taken in both bodies, there were majorities in favor of the following four recommendations:

● **New Highway Policy Needed**—That the Board of Directors endorse in principle the plan for a system of Limited Access Urban-Rural Highways proposed by the Major Highway Development Committee.

● **Need for Additional Funds for Financing State Highway Program**—

1. That the Board of Directors recommend that any additional State financing required for the purpose of facilitating the program of Limited Access Highways be financed from the State Highway Fund.

2. That the Board of Directors approve an increase in motor vehicle fuel tax not to exceed one cent (1c), for the purpose of supplementing funds for the Limited Access Urban-Rural Highway System.

● **Revenue Bond Highway Development Program**—

That the Board of Directors oppose any scheme of revenue bonds to be issued in anticipation of motor vehicle fuel tax collections for the purpose of meeting highway requirements.

● **Legislative Study Committee**—That the Board of Directors go on record by resolution that a legislative study committee be set up to determine where the benefits of the highway improvements are falling, who is paying for the benefits, and whether the costs of the use of the highways are being properly distributed between the commercial highway user, the private user, and the city user, as proposed in Senate Concurrent Resolution No. 27.

FOREIGN TRADE TIPS

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In order to gauge the effectiveness of the Foreign Trade Tips, this department kindly asks that the interested firms, when replying to the Tips, also prepare a carbon copy whenever possible for this department's records.

3846 PERUVIAN SILVERWARE—Agencias Distribuidoras Unidas, S.A., Jiron Camana-Calle Gralla Fuente No. 569, Lima, Peru, offer Peruvian silverware for export in the following articles: bracelets, clips, knives, forks and spoons, dishes, frames, tea sets, coffee sets, trinkets, and paper cutters. Company also exports carpets, rugs and toys made from Andean animals such as the alpaca, vicuña, and vicacha.

3847 REPRESENTATION IN EUROPE—William Thommen, 19 Contamines, Geneva, Switzerland, would like to represent American firms in Europe during postwar period.

3948 ARGENTINE LEATHER—The following are the names and addresses of leather dealers who are C. Pellegrini 833, Buenos Aires; Cia. Exportadora de Piel S.R.L., Bme. Mitre 2357, Buenos Aires; Angel Grichener, Charcas 940, Buenos Aires; Busto Santin, Arenales 1099, Buenos Aires; Kohn Freres S.R.L., C. Pellegrini 1260, Buenos Aires; Alacid Freres, Suipacha 642, Buenos Aires.

3849 MEXICAN SILVER—A. D. I. F. A., Av. Francisco I. Madero 35, Desp. 505, Mexico, D. F., offers to export Mexican silver articles such as cigarette lighters, identification bracelets, silver jewelry, tableware, etc.

3850 CUBAN CIGARS AND LIQUORS—Tibarcio Doreste, Castelleiro Bldg., Havana, Cuba, is interested in supplying American importers with China style tobacco, wide variety of cigars, rum, gin, brandy, whisky, alcohol. Details of prices, shipment, and payment available at World Trade Department.

3851 BUYING AGENT IN MEXICO—Silva Hermanos, Ayuntamiento No. 158, Mexico, D. F., would like to supply raw materials on a commission basis to American firms.

3852 GIFT BOXES FOR CANADA—The Radford Paper Co., 207 Seventh Ave. East, Calgary, Alberta, Canada, are anxious to obtain redwood gift boxes suitable for packaging stationery and chocolates.

3853 REPRESENTATION IN VENEZUELA—Serafin Jimenez, Apartado No. 549, Maracaibo, Venezuela, seeks to represent American firms producing canebrats, fruit juices, pharmaceutical products, hardware, cotton goods, as well as silk and rayon, edible and essential oils, brushes, chemicals, and plastics.

3854 EXPORTS TO INDIA—R. K. Dhinaga & Co., Directors, Building, Thammal Khushaldas Road, Karachi, India, would like to get in touch with manufacturers and exporters of a wide variety of products in order to plan now for postwar trading. Complete list of products and fuller details available at World Trade Department.

3855 REPRESENTATION IN COLOMBIA—Atodo Ltda., Edificio Cia. Col. de Seguros, Oficina No. 502, Medellin, Colombia, would like to represent American manufacturers and exporters.

3856 AGENT IN PALESTINE—J. & C. Karlstadt, P.O.B. 421, Tel-Aviv, Palestine, are commission agents for hardware, tools, machines, sundry goods and metals, who would like to start business activities now with American manufacturers and exporters, particularly with an eye to future possibilities.

Booklet On Dumbarton Oaks Available Here

The World Trade Department of the San Francisco Chamber has a supply of the Department of State publication entitled "Dumbarton Oaks Documents on International Organization," which also contains a chart of the organization as proposed, together with questions and answers.

● The pamphlet, copies of which are available to interested members, presents the proposals for establishment of a General International Organization as a basis for further discussion and consideration by the countries invited to send delegates to the San Francisco Conference.

In requesting a copy of the pamphlet, it will be helpful if interested members write the World Trade Department, 333 Pine Street, instead of making their request by telephone.

Junior Chamber Recommends Flying of United Nations Flag

To have the United Nations Honor Flag flown with all American flags in San Francisco during the forthcoming Peace Planning Conference is the aim of the Junior Chamber of Commerce, according to an announcement by Belford G. Brown, president. "This is how it should be done," Brown said.



(Below) United Nations Flag—Four vertical red stripes on a white field.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details, contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6093—MR. CARL T. BOLEN, INDUSTRIAL SALES & SERVICE COMPANY, 110 West Ocean Boulevard, Long Beach 2, California, interested in obtaining a distributor or agent to sell their gift and housewares lines in San Francisco. Prefer one whose clientele is established.

D-6094—MR. W. A. GUNTHER, CASTYRONE MANUFACTURING CORP., 17 West 60th Street, New York 23, New York, wants firms to act as distributor for their product "Castyrone," a brazing compound.

D-6095—C & P DISTRIBUTORS, 316 Lloyd Building, 6th & Stewart, Seattle 1, Washington, would like to act as distributors for companies dealing in canned fruits, juices, olives, raisins, pickles, prunes, etc.

D-6096—MR. JOSEPH H. CLANCY, 46 Old Mystic St., Arlington, Mass., would like to act as manufacturers, representative or distributor in New England. Particularly interested in automotive or related products.

D-6097—J. R. STEWART, 221-1915 Haro Street, Vancouver, B. C., Canada, interested in contacting firms wishing to appoint dealers or manufacturers agents in the province of British Columbia.

D-6108—Representative of mid-western manufacturer of sump tank cleaning and portable filtration equipment desires to secure agent for their line to call on Northern California machine and similar shops. Will be in San Francisco, March 24. Contact Domestic Trade Department.

Surplus Property

● Under Catalog #B-281, the Navy Material Redistribution and Disposal Administration, 785 Market Street, will receive bids on varying quantities of the following items: Stirrup Pumps, Fire Pump Cans, Mattocks, Brush Axes, Single Bit Axes, Lavatories, Toilet Seats, Air Safety Valves, Canvas Preservative, Brack Tongs, Fire Hose Holders, Buck Saws.

A few of the items are new, but most of them are described as used but in good condition.

Note.—Members interested in regularly receiving catalogs on surplus property from the above office may do so by filing out Form No. 13, available either there or from the Domestic Trade Department at the Chamber.

● Under Sales Catalog B-272, the Supply Department of the Mare Island Navy Yard will receive bids until 2.00 P.M., March 30, on surplus new pipe fittings and hardware including valves, unions, couplings, tees, nipples, flanges, ferrules, elbows, valve wheels, bends, locknuts, bolts and screws.

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C of C Representative at Supervisors' Meeting

Attending the Board of Supervisors meeting, Monday, March 19, was:

Elmer J. Johnston, assistant treasurer and member, San Francisco Chamber Board.



Bay Region Business

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Volume 2

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Number 13

Peak Hour "Share-A-Ride" Drive Launched

S.F. Bay Area Chapter of NAA Will Be Organized Here Soon

A San Francisco Bay Area Chapter of the National Aeronautic Association will be established soon, according to an announcement by Kenneth MacDonald, manager, San Francisco Chamber Aviation Department.

At a meeting in San Francisco, March 21, approximately 40 men and women from various Bay Area communities and members of NAA voted to organize a Bay Area chapter of the association.

● **Marsden S. Blois**, National Councillor, NAA, and temporary chairman of the meeting, appointed an organizing committee consisting of:

Fred L. Ellsworth, Shell Oil Company, San Francisco; Jack H. Helms, Johnson & Higgins of California, San Francisco; Frank Bell, Aviation Section, Industrial Department, Oakland Chamber of Commerce; Weldon E. Vance, Transportation Department, Berkeley Chamber of Commerce; Miss Ethel Boyd, San Jose, and one other member to be appointed by the Committee itself.

CofC Washington Office Manager, Here April 7

Frank E. Marsh, Manager of the Washington Office of the San Francisco Chamber of Commerce, will arrive in San Francisco April 7 for a 3 weeks' stay.

While here he will be available for consultation with Chamber members and others in the Bay Area on their Washington problems.

Stratoliner Service To Be Started by TWA Sunday from S.F. to N.Y.

Another step forward in the commercial air history of San Francisco will be taken next Sunday when a giant 38-passenger Transcontinental & Western Air Stratoliner leaves San Francisco Airport at 7 P.M., bound for New York.

● **Inauguration** of this service will mark the first use by a commercial airline of four-engine airplane equipment between the nation's two principal transcontinental air terminals, according to information received by the San Francisco Chamber from TWA.

The start of Stratoliner service Sunday will be signalized by christening of the new ship at the airport by Mrs. Henry F. Grady, wife of the president of the Chamber of Commerce.

● The Stratoliner, which will be operated as an extra-fare plane supplementing the airline's present operations with Douglas DC-3 two-engine equipment, will clip nearly three hours off TWA's present transcontinental schedules between San Francisco and New York.

Kern County Guayule

A guayule mill, the second largest in the United States, and representing an investment of \$400,000 will be in operation by the middle of the year, according to an announcement to the Kern County Chamber of Commerce by C. J. Lillevig, district manager.

Kern County's 9,000 acres of guayule, expected to yield approximately 5,000 tons of shrub, will be processed into 400 tons of rubber, A. L. Trowbridge, chairman of the Kern County Chamber Industrial Department, revealed.

A Peak Hour "Share-A-Ride" campaign was launched Monday by the San Francisco Chamber of Commerce.

Cards printed with "Going My Way? To (destination)" on both sides are being supplied by the Chamber, and will be distributed by gasoline stations throughout the city.

● **Drivers** may place these cards in the side window of their automobiles indicating to people standing in droves on street corners awaiting streetcars, cable cars and busses, that the driver is willing to pick up riders if they are going his way.

● The campaign was started at the request of Chamber President Henry F. Grady, who said, "I know what it means to stand on the corner and watch crowded streetcars and busses pass by after a day's work."

At his request, the Chamber's Street and Highway Committee appointed a "Share-A-Ride" committee with Don Fazackerley, vice president, San Francisco Junior Chamber, as chairman.

● **Increasing need** for a campaign such as this one, Grady said, can be seen in the fact that many members have come to the Chamber individually with suggestions.

"Suggestions from former Chamber President Walter A. Haas, particularly, acted as a stimulus to our launching the 'Share-A-Ride' drive," he added.

● **M. D. McVey**—The "Share-A-Ride" committee in considering plans for a campaign, selected a method originated and used by M. D. McVey of Foster and Kleiser as the simplest and most workable, and the one which conveyed the spirit which motivates drivers in offering to share their automobiles with people going their way.

GOING MY WAY?

To

San Francisco Chamber of Commerce "Peak Hour Share-A-Ride Program"

National Clothes Drive to be Held Apr. 1 to 30

A United National Clothing Collection drive will be held from April 1 to 30, according to an announcement by J. F. Sullivan, Jr., San Francisco Chairman of the drive.

In a bulletin to members of the Retail Merchants Association of the San Francisco Chamber of Commerce, D. P. Street, managing director said, "All San Francisco is asked to cooperate in collecting usable garments, shoes and bedding to help the victims of the war-devastated nations."

Retailers were asked to assist through advertising and contributing cartons and packing cases.

Home Planning Institute to be Held April 9 to June 14

A San Francisco Home Planning Institute will be held from April 9 to June 14 to instruct in all phases of postwar home planning.

Conducted by the Department of Adult Education of the San Francisco Public Schools, the Home Planning Institute will be held in Aptos Junior, Galileo, Mission, and Polytechnic high schools.

There will be ten weekly lectures from 7:30 to 9:30 p.m., and specialists in twenty allied home planning fields will be featured lecturers on the Institute program.

Abstracts of Enemy Patents Now Available

The publication of two sets of Abstracts or short descriptions of 45,000 alien owned U. S. patents seized by the Alien Property Custodian of the United States Government has just been announced by James E. Markham, the Custodian, according to the California Manufacturers Association.

"The patents cover practically every field of manufacture. Licenses to most of these patents are available to American citizens at a nominal fee of \$15 per patent and are good for the life of the patent."

● An index showing the section or class titles of Abstracts as well as prices may be obtained free of charge by writing to the Alien Property Custodian, 311 Field Building, Chicago 3, Illinois.

NESCO Officials Here; Plan to Install Western Headquarters

Executives of the National Enameling and Stamping Company (NESCO), Alfred J. Kieckhefer, president, and Michael N. Brady, vice president, in charge of sales, were in San Francisco last week, according to the Domestic Trade Department of the San Francisco Chamber of Commerce.

● **Western Headquarters**—Purpose of their visit was to meet with Thomas E. Greene, manager of the Western Division of NESCO, which is headquartered at the Merchandise Mart, and discuss postwar plans for the Pacific Coast, and installation of a new San Francisco branch as main office for the eleven western states.

"We fully share the optimism that is expressed here about the possibilities of future postwar business on the West Coast," President Kieckhefer commented.

General office of the firm is in Milwaukee.

California Processing Plants Receive the WFA "A" Award

The War Food Administration's achievement "A" award will be presented to 22 food processing plants in 13 states at ceremonies which are being arranged for individual plants, according to Frank Marsh, manager, Chamber's Washington Office.

The awards are being made in recognition of outstanding performance in the processing of food.

Idea for awarding an "A" for achievements of the food industry during war, was originally spark-plugged by C. P. (Bud) Tanner, manager of the Chamber's Domestic Trade Department, who formerly handled the agricultural affairs of the Chamber prior to the appointment of Charles E. Gibbs.

● **California plants** to receive the "A" award are: F. N. Booth Co., Inc., plants at Centerville and Pittsburg; Danish Creamery Association, Chowchilla; Libby, McNeill & Libby, Selma; Rice Growers Association of California, West Sacramento.

Chamber Board Acts On Federal Legislation Transportation Matters

The Board of Directors of the San Francisco Chamber of Commerce has taken action on federal legislation dealing with transportation after recommendation by its Transportation Committee.

● **Land Grant Repeal**—The Chamber will support land grant repeal.

● **Motor Carrier Act**—The Board voted to support legislation to provide for a two-year limitation on undercharges and overcharges under the Motor Carrier Act.

The Chamber went on record in opposition to so-called mileage rate bills, creation of new governmental agencies to deal with transportation, pooling of revenues among railroads, the St. Lawrence waterway project, and bills affecting practice before the Interstate Commerce Commission.

● **Members of Congress** will be advised of the Chamber's position through its Washington Office.

Airline Increases San Francisco Service to East and On Coast

United Air Lines recently announced three increases in direct air service out of San Francisco.

● **Thursday, March 15**, the company inaugurated Cargoliner service between San Francisco and Los Angeles—the company's first extension of its "flying freight-car" service to its Pacific Coast route.

● **Saturday, March 17**, two new round trip schedules; one between San Francisco and the east and one to Los Angeles and San Diego were announced.

● **By May 1**, San Francisco will be given new direct air passenger-mail-express service into New England when United opens Mainliner schedules between here and Boston and Hartford.

Real Estate Brokers

Willard L. Johnson, director of the San Francisco Real Estate Board and regional president of the California Real Estate Association, has been elected to the Board of Governors of the National Institute of Real Estate Brokers.

Johnson is a member of the San Francisco Chamber.

Housing Services Tell Success of February Housing Drive in S. F.

Army, Navy, and War Housing Services have reported great increases in home-sharing listings to the San Francisco Bay Area Public Relations Conference as a result of the February "Share Your Home" campaign.

All three agencies praised the conference for the needed job it performed in waging a successful campaign.

• In the meantime, the conference, in a final report on the drive, pledged continued assistance in the effort to increase housing listings at the services.

"It is anticipated that the demand for housing will grow heavier, not less, particularly during April, when the United Nations Conference is held in San Francisco.

"For that reason, the SFBAPRC is continuing to make its facilities available for publicizing of the problem, although the concerted campaign of February is now concluded."

S. F. Chamber Foreign Trade Policies Praised

Letters have come in from all over the country evincing great interest in the Foreign Trade Policies of the San Francisco Chamber of Commerce.

• **Requests**—The policies have been printed in pamphlet form and extra copies have been requested by such organizations and government agencies as the Holland-American Chamber of Commerce; Czechoslovakian Consulate; British Consulate General; United States Chamber of Commerce; United States Department of Commerce; Foreign Economic Administration, Bureau of Supplies; Manufacturers Association of Connecticut, Inc.; and the Chicago and Detroit and many other chambers of commerce throughout the United States.

Wm. G. Birmingham, Jr., Trade Conference Officer of FEA Bureau of Supplies commented, "I have read with great interest the Foreign Trade Policy Declarations of the San Francisco Chamber of Commerce.

"The members of the Postwar Planning Committee for Foreign Trade are to be highly commended for their work and thoughts in evolving these declarations."

February Industrial Expansion In S. F. Listed by C of C Dept.

Demurrage Penalties Established by ICC Effective April 1

New penalty demurrages on box cars have been established by the Interstate Commerce Commission, to speed unloading of needed cars, according to Walter A. Rohde, manager, Transportation Department, San Francisco Chamber of Commerce.

• **The Commission's Service Order**, No. 242-B, effective April 1st, provides for the following penalties for cars not unloaded before expiration of free time:

For the first two days, charge will be \$2.20 per car per day;
For the third day, \$5.50 per car per day;
For the fourth day, \$11.00;
For each succeeding day, \$16.50.

Credits under the average agreement may only be applied against the \$2.20 charge.

The Order is made necessary, Rohde explained, by increasingly heavy demands on box cars for military movements.

Some 20,000 cars will also be required in the next few weeks to move old wheat from clogged country elevators to make room for the 1945 crop.

During February 1945, 24 new factories were established in northern California and 19 were expanded, according to reports compiled by the San Francisco Chamber's Industrial Department. Seven of the new plants are located in San Francisco where 8 of the expansions occurred.

• **For northern California**, the new plants represented investments aggregating \$7,139,700 and the expansions, \$1,472,000—a total of \$8,611,700.

San Francisco investments for new plants were \$580,000 and expansions, \$195,000—a total of \$775,000. The San Francisco developments created 350 new factory jobs.

• **New plants and expansions** in San Francisco for the corresponding month of 1944 represented investments of \$148,500 and 134 new jobs. The corresponding figures for January 1945 were \$2,042,000 and 930 new jobs.

Among the important February developments for the area are:

• **Pelton Water Wheel Co.**, 2929 19th St., San Francisco, started alterations to shop buildings involving concrete, reinforcing steel, structural steel and miscellaneous plumbing, flooring and finishing in order to increase productive capacity of plant. The company is engaged in manufacturing large turbines, steering gear, and arresting gear for aircraft carriers under Navy and Maritime Commission contracts, but is looking forward to conversion and the expansion of its peacetime activities in the immediate postwar era.

• **Bonded Hair Co.**, 370 Brannan St., purchased 8 lots on east side of Bayshore Highway north of South San Francisco underpass as site for new \$16,000 concrete building when WPB permit is authorized. Considerable new equipment will be installed. This company now manufactures, by patented rubber-bonded process, hair for use in packing radio tubes, but will expand its activities to making processed hair for airplane seats, upholstery and mattress shops. Material will later be used for hospital pillows equipped with radio phone. A large postwar field is reported for this material.

• **Shipyards Docking Basin**, Laguna del Rey, Monterey County, is a \$1,750,000 private industrial development project planned by George Vellis of Monterey, and Donald Black of San Francisco. Plans call for dredging of the lake and channels to the bay to permit entrance of small craft to a hulk locked harbor. The project will be financed through sale of industrial sites near the harbor.

• **Pacific Rubber & Tire Mfg. Co.**, 4901 E. 12th St., Oakland, announced a \$1,000,000 addition to plant. The new wing will house equipment to mix rubber, build and cure tires. The expansion is being financed by the Defense Plant Corporation.

• **Sardine & Tuna Cannery**, near Marinship, Sausalito, is a \$1,000,000 project which involves construction of a 150 x 250 foot cannery on a 240 x 400 foot water block site. Permission to construct the fish cannery has been granted by Marin County to the owner, Vito B. Alioto, but an injunction has been filed by Belvedere. Plans called for completion of plant to be ready for operation by August 1.

• **Rimple Mfg. Co.**, 791 Monroe, Santa Clara, manufacturer of tractor equipment, has purchased seven acres of land at the northeast corner of Lafayette and Reed Streets, Santa Clara, as a site for immediate and postwar expansion. Construction of a 60 x 100 foot building will be the first step in this firm's expansion program.

Use Your Chamber of Commerce

For information or a special service

Dial EXbrook 4511

Agriculture	Charles Gibbs
Aviation	Kenneth MacDonald
C.E.D.	Harold Mills
Commodity Index	Carroll Snyder
Domestic Trade	"Bud" Tanner
Federal Regulations-Agencies	Carroll Snyder
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Market Affairs	Kenneth Campbell
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Municipal Affairs	Virg Reames
Naval Affairs	Harold Mills
Public Affairs	Harold Mills
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Research-Analysis	Ralph Koeber
Retail Trade	Dave Street
State Legislation	Charles Gibbs
Streets-Highways	Ralph Koeber
Transportation	Walter Rohde
War Contracts-Facilities	Lewis Fox
Washington D.C. Office Service	Marie Hogan
"Work Pile"	Virg Reames
World Trade	Kenneth Campbell

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3857 CUBAN REPRESENTATION—Antonio Ricciardi, P.O. Box 2415, Habana, Cuba, would like to represent California producers and exporters.

3858 MEXICAN TRADE—Maurice L. Fisher, Nola 46, Alamos, Mexico, D. F., offers to supply American importers with silver lighters, brooches, bracelets, and other Mexican products. Also offers to act as representative or agent.

3859 AGENCY IN INDIA—Zamir Engineer & Trader, Chawri Bazar, Delhi, British India, are import-export traders seeking to extend their business by exporting bed sheets, clothes, naps, lighters, products, leather, skins, etc., and importing hardware, tools, textiles, machinery, sanitary fittings, etc.

3860 TRADE WITH CUBA—Trinitario Betes Bruzos, Box 2237, Havana, Cuba, offers to export Cuban candy as well as many other Cuban products and to import U. S. products, especially in postwar period. References and details of candy purchases available at World Trade Department.

3861 EXPORTS FROM SAN SALVADOR—San Salvador agent of Sigfried Olsen Shipping Company, 1 Drumm Street, San Francisco, California, has made arrangements for the export of palm braid to be used in straw hats, mats, etc. Arrangements have also been made for export of hand loomed table sets. Full details at World Trade Department.

3862 CANNED FRUITS FOR NEWFOUNDLAND—Campbell Macpherson, of the Royal Stores Ltd., Water Street, Saint Johns, Newfoundland, is interested in fruit canner connections to supply complete line of canned fruits in Newfoundland, if not now, at least in postwar period. Those interested may address their replies care of this department. Mr. Macpherson, at present a visitor in San Francisco, will be able to handle the replies personally. He bears a letter of introduction from American Consul General in Saint Johns, Newfoundland.

3863 REPRESENTATION IN SAN SALVADOR—Manuel Antonin Novoa, 14 Avenida Norte No. 56, San Salvador, El Salvador, is interested in representing manufacturers of clothing, textiles, perfumes, gifts, children's wear, etc.

3864 REPRESENTATION IN VENEZUELA—Karel Seideman, P.O. Box 134, Caracas, Venezuela, would like to represent manufacturers or distributors of the following articles: textiles, enameled ware, kerosene stoves, cutlery, window and table glass, pottery, buttons, plastic novelties, electrical material, lighting fixtures.

3865 BLOCK AND SCRAP MICA FROM PERU—Compania Peruana de Mica S. A., Vitor Peru, is anxious to export full knife trimmed block mica and trimming shop scrap mica; offers to send samples by air express.

3866 REPRESENTATION IN ENGLAND—Gordon & Company, 119-121 Middlesex Street, London E.1, England, want to get in touch with manufacturers planning to export to England after the war. Interested mainly in mechanical lines, they would like to secure distribution rights for patented machines, machinery or mechanical devices that could be manufactured in their own factory on a "royalty basis."

3867 REPRESENTATION IN BRITISH COLUMBIA—J. H. Jeffrey, 5844 Olympic Street, Vancouver, B.C., would like to represent manufacturers and distributors of the following lines: tools, builders' hardware, marine hardware and supplies, single and under air cooled gasoline engines, for rural and marine use, line of plastics, sheets, tubes, rods, bars, etc.; all kinds of plastic specialties. Mr. Jeffrey is interested in importing now, but if supplies are unavailable, would like to plan for postwar business on commission, or outright purchase basis.

3868 REPRESENTATION IN PALESTINE—Global Trading Co. (Middle East) Ltd., 22 Lilienblum Street, Tel-Aviv, Palestine, wants to represent manufacturers of construction materials, iron and steel products, electrical supplies (including wire), bathroom installations, etc.

3869 AGENCY IN IRAQ—Hadi Hawa, Dawassa Street, Mosul, Iraq, would like to plan now for postwar representation of manufacturers of the following: distilled beverages, textiles and piece goods, radios, refrigerators, and kerosene cookers.

3870 AGENCY IN INDIA—Kalyant Singh, P.O. Box 2317, Bombay, India, would like to get in touch with manufacturers and exporters interested in extending their business relations with India.

Symposium on New Zealand to be Held by Junior CofC Group

A New Zealand Symposium, sponsored by the World Trade Committee, of the San Francisco Junior Chamber of Commerce, will be held at noon Tuesday, April 3, and Monday, April 16, at luncheon in the San Francisco Commercial Club.

● **April 3 Meeting**—At the first meeting, Philip L. Soljak with the British Ministry of War Transport in San Francisco, will be the featured speaker.

"New Zealand—Pioneer of Social Advancement" will be his subject.

● **April 16 Meeting**—Dr. John B. Condiffe, Professor of Economics at the University of California, will be guest speaker at the second meeting. "New Zealand in the Postwar World" will be the title of his talk.

FOREIGN TRADE TIPS—Continued

3871 EXPORT TO EGYPT—Trait d'Union Commercial, 11 Malika Farida Str., Cairo, Egypt, would like to introduce American goods on the Egyptian market, particularly the following: chemicals, drugs, paper, textiles, iron and steel, dyeing and tanning product, textile machinery, photographic equipment, foodstuffs, alcoholic beverages, etc.

● Post-War Trade With Turkey

3872—R. Benador, Aykut Han No. 451-17, Beyoglu, Istiklal Caddesi, Istanbul, Turkey, would like to handle American products after the war.

3873 Joseph Modiano & Fils, Germania Han, Istanbul, Turkey, would like to represent manufacturers or exporters dealing in cotton piece-goods.

3874—Rado Theodoropoulos, Boite Postale Galata 1464, Istanbul, Turkey, is interested in making connections with manufacturers or exporters of a wide variety of products. Complete list at World Trade Department.

3875—Niyazi Candan, Galata, Mahmudiye Cadd. No. 39, Istanbul, Turkey, would like to import directly hardware, building materials, tools, motors, lathes, presses, nuts and bolts, locks, electrical products, radios, linoleum, etc.

3876—Turk Levant Ticaret Evi, 75 Rue des Banques, Galata, P.O.B. 1277, Istanbul, Turkey, are interested in postwar exchanges with the United States. List of imports and exports at World Trade Department.

SPECIAL NOTICES—The World Trade Department has recently received and is keeping on hand for reference of interested parties, a guide giving names and addresses of Argentine manufacturers and exporters. Called "Guia Especializada de Fabricantes y Exportadores de la Republica Argentina," the guide is the first edition of its kind and quite an exhaustive compilation.

The Foreign Commerce Department Bulletin, "Trade Opportunities," published in March of this year, is available for study at this department.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details, contact the Domestic Trade Department, EXbrook 4511, Ex. 56.

D-6104—MIR. B. GINSBERG, SMITH BENNY SALES, 11 West 42nd Street, New York, 18, New York, would like to act as sales representative in ten eastern states. They call on jobbers in hardware, jewelry, gift, drug, electrical, tobacco, candy and general merchandise. Preter working on straight commission basis.

D-6105—MR. JOHN H. BAYNES, JOHN H. BAYNES & COMPANY, P.O. Box 910, New Westminster, B.C., Canada, interested to act as representative for manufacturers of general hardware, tools, or games.

D-6106—MARJORIE A. BROWN, 1230 South Westmoreland Avenue No. 1, Los Angeles 6, representation of meritorious product desired by capable young business woman executive for Pacific Coast or State of California.

D-6107—OSCAR SANDHAUS, 123 14th Avenue, San Francisco, grocery broker, wants additional San Francisco food lines. Contacts wholesale grocers, institutions and army camps. Covers territory from Santa Barbara to Phoenix.

Partnership Formed to Operate Ace Electric Company in S. F.

L. G. Thomas and J. B. Lemon have just formed a partnership, operating Ace Electric Company located at 1336 Van Ness Avenue, San Francisco, California.

● The company will specialize in fluorescent lighting, installation, and maintenance, and will also handle refrigeration equipment, radios, washing machines, and appliances as well as any released.

C of C Representative at Supervisors' Meeting

Attending the Board of Supervisors meeting, Monday, March 26, was:

Earl Lee Kelly, member San Francisco Chamber Board.

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Bay Region Business

PUBLISHED BY THE
SAN FRANCISCO CHAMBER OF COMMERCE

Volume 2

Thursday, April 5, 1945

Number 14

Thumb Nail Sketch: by the Research Department

Much has been said and written of the tremendous developments in the San Francisco Bay Area in connection with the war effort, but the vastness of the network of military and shipbuilding establishments here is not generally realized.

Recently the Research Department made a quick survey in connection with these establishments, and although it is impossible to tie up all expenditures to specific projects, a total of more than \$600 million has been invested in this area in the past 5 years.

● **Number.**—There are at least 65 major physical establishments in all, not including many large military agencies housed in commercial buildings; 25 of these larger developments are Army and 27 are Navy. There are also 13 Maritime Commission installations.

● **Expenditures** reported by the Army totaled \$102 million, by the Maritime Commission \$131 million, and Navy authorizations up to the spring of 1943 amounted to \$280 million with better than \$100 million additional authorizations since, bringing the total to approximately \$380 million including the latest allocation of nearly \$45 million for expansion to the U. S. Naval Dry Docks at Hunters Point in San Francisco.

● **Bay Area cumulative contracts** and project orders reported by the War Production Board through January amounted to \$5,237,692,000, or \$153,603,000 above the previous month's total.

● **Supply contracts** amounted to \$3,577,930,000 and accounted for the entire increase over the previous month with ship contracts up \$133,300,000.

● **Facility contracts** totaled \$795,064,000, and project orders totaled \$909,698,000.

● **Bank Deposits**—Total deposits of San Francisco banks, some of which have branch systems throughout Northern California, rose 20.4 per cent during 1944 with the December 31 call revealing a total of \$6,912,516,458, according to a study just completed by the Research Department.

Time deposits climbed 24.0 per cent to \$2,555,747,234, and demand deposits rose 18.3 per cent to \$4,356,769,224. Total resources were up 20.8 per cent to \$7,350,994,441.

● **Financial transactions** in the Bay Area during February measured by bank debits amounting to \$2,024,147,000 were practically the same as last February.

Freight car movements in the San Francisco-Oakland switching limits during February totaled 64,563, bringing the cumulative for the first two months to 133,668, or 7.3 per cent above the same period last year.

● **Manufacturing industries** in the San Francisco-Oakland Industrial Area reported 229,000 wage earners in February compared to 231,500 in January and 266,900 in February a year ago. The non-durable group accounted for 53,300 wage earners in February compared to 52,900 in January and 48,300 in February a year ago.

● **Payrolls** in the manufacturing industries during February were off 12.5 per cent compared to February a year ago, with the two months' cumulative off 6.4 per cent. Average weekly earnings in February amounted to \$60.44 compared to \$61 in January and \$59.29 in February a year ago. Average hourly earnings amounted to \$1.347 compared to \$1.357 in January and \$1.318 in February last year.

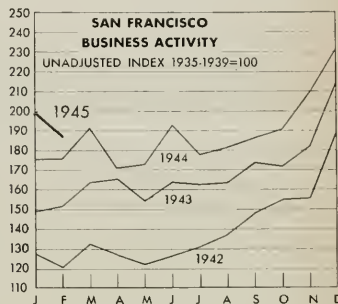
Average hours worked per week in February amounted to 44.9 compared to 45 in January and also February last year.

● **In the non-manufacturing industries**, payrolls in the wholesale trade field in San Francisco were up 8.7 per cent in February, retail trade 8.9 per cent, and hotels 14.6 per cent.

● **Bay Area department store sales** during February reported by the Federal Reserve Bank were up 17 per cent over last February with the two months' total up 23 per cent.

Sales in San Francisco were up 18 per cent and 25 per cent respectively; in Oakland, 15 and 19 per cent respectively.

● **Independent retail store sales** for January, according to final reports of the Bureau of the Census, were up 22 per cent in San Francisco over January last year compared to 20 per cent for all California cities over 100,000 population. Sales in Oakland were up 20 per cent, Berkeley 22 per cent, San Jose 12 per cent, and Santa Rosa 26 per cent.



● **In San Francisco** among the independent stores, men's clothing and furnishings group led the gains with 44 per cent followed by women's ready-to-wear with 37 per cent, and shoe stores 32 per cent. Sales in the drug group were up 18 per cent, food group 10 per cent, jewelry 5 per cent, and furniture stores 8 per cent.

● **Wholesale trade reports** of the Bureau of the Census based on dollar volume for January for the Pacific Coast revealed an increase of 14 per cent over last January compared to 9 per cent for the nation as a whole, with automotive supplies heading the list of gains at 36 per cent, followed by groceries and food with 25 per cent, and dry goods and furniture 15 per cent. Machinery equipment and supplies sales were up 17 per cent, and leather and shoe findings 36 per cent.

End of the month inventories were reported 4 per cent above January last year.

● **General business activity** in San Francisco declined seasonally during February but measured by our index at 187.0 was 6.3 per cent above February; the cumulative for the first two months was 9.7 per cent above the same period last year.

● **In the construction field**, total authorizations for the first two months were off nearly one-quarter compared to the same period last year, but during February new residential construction authorized amounted to nearly three-quarters million dollars and was 15 per cent above February last year.

● **February living costs** in San Francisco declined slightly from an index of 132.0 in January to 131.2 in February.

Living costs, however, were 3.1 per cent above February last year; food costs were up 2.6 per cent, clothing 6.1 per cent, rent 0.2 per cent, house furnishing goods 7.4 per cent, and miscellaneous 3.8 per cent.

"Bay Region Business" Is One Year Old With This Edition

S. F. United Nations Conference Committee Named; Grady to Head

Henry F. Grady, San Francisco Chamber president, has been appointed chairman of the Citizens Committee on the United Nations Conference by Mayor Roger D. Lapham.

The committee is to be a small working group, and will be incorporated as a non-profit organization.

● **Six vice chairmen** were appointed to serve as heads of the following subcommittees: **Budget and Finance**—James K. Lochead, American Trust Company; **Civic Events**—Edward D. Keil, attorney, and member, Art Commission; **Hospitality**—Mrs. Henry Potter Russell, Community Chest; **Entertainment**—Loyall McLaren, accounting firm executive; **Press and Radio**—William Losh, Lee & Losh; **Decoration and Display**—Supervisor Dewey Mead.

Other members of the executive committee are Chief Administrative Officer Thomas A. Brooks, City Controller Harold J. Boyd, and Police Commissioner J. F. Sullivan, Jr.

Surplus Property Available:

● **Under Catalog No. B-295**, Navy Material Redistribution and Disposal Administration, 785 Market Street, will receive bids until 10:00 A.M., April 6, on approximately 5250 lbs. of used burlap bags and bagging and approximately 4950 lbs. of unlaundered scrap rags.

● **Under Catalog No. B-289**, the same office will receive bids until 2:00 P.M., April 10, on used kapok, rags and web straps.

● **Under Catalog No. B-291**, the same office will receive bids until 10:00 A.M., April 13, on 97 new compression piston rings, Size—5.750 x .145 P.W. Pt. No. 15945—P20, and on 139 new compression piston rings Size—5.770 x .1355 P.W. Pt. No. 15945—P20—P10E.

Attention Shippers and Receivers!

With greatly increased traffic through the Port imminent and a dangerous situation prevailing in the national car supply, Walter A. Rohde, Manager of the Chamber's Transportation Department, and Chairman, San Francisco Car Efficiency Committee, addressed letters to 800 San Francisco shippers and receivers requesting their full cooperation with a 15 point car conservation program.

Rohde also asked them to see that their spur tracks are kept clear of parked and unattended vehicles to avoid interference with switching operations.

Chamber Seeks Area Labor Rating Change from Group I to II

Change in the San Francisco Bay Area labor market designation from Group I to Group II was advocated last week by the San Francisco Chamber of Commerce.

● **Action Taken**—On recommendation of its Iron and Steel Section, the Chamber immediately undertook steps to bring about a change in the area classification through the War Manpower Commission and to secure the cooperation of groups throughout the Bay Area in efforts with this objective.

Action by the Chamber to change the labor classification is an initial step aimed at clarifying conditions with reference to the Bay Area manpower situation which has changed suddenly during recent weeks because of shipyard layoffs in the face of stringent employment controls.

● **Congress Advised**—Copies of the resolution adopted by the Chamber Board on this subject are being sent to members of Congress, the chairman and regional and area directors of the WMC and WPB, representatives of the War and Navy departments and other federal authorities, and may be obtained by anyone interested, from the Chamber's Industrial Department.

Food Machinery Buys Richmond Factory Site

Promising important postwar employment for residents of the Richmond area, the Food Machinery Corporation, with headquarters at San Jose, has acquired a 14-acre site for a new factory immediately north of the city of Richmond from Parr-Richmond Terminal Corporation, according to reports to the San Francisco Chamber's Industrial Department.

The site has frontages on main lines of the Southern Pacific and Santa Fe railroads and is across the Santa Fe right-of-way from the Giant Highway with frontage on road No. 20.

Get Your "Going My Way" Card at S. F. Service Stations

Chamber members were today urged to support the Peak Hour "Share-A-Ride" campaign during the time when the load on the city's transportation facilities is 'way out of line with capacity for handling it.

● "Going My Way?" cards for your automobile may be obtained at service stations in San Francisco.

Have you obtained your card yet?

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, and refer to the Trade Tip's number.

In order to gauge the effectiveness of the Foreign Trade Tips, this department kindly asks that the interested firms, when replying to the Tips, also prepare a carbon copy whenever possible for this department's records.

3877 AGENCY IN CUBA—Comercial Cientifica, S.A., Luz No. 372, Habana, Cuba, want the agency for the firms producing the following: hospital supplies; paints; scientific instruments; oils; rubber goods, drugs and specialties; cotton goods; clothes. Can export fruits and vegetables, especially tomatoes, pineapples, guava, cocoanut; lobster; frog's legs; crocodile leather goods.

3879 TRADE MACHINERY FOR DRIED FRUIT PLANT—Ernesto Ibarra y Cia, S. de R. L., Uruguay 53-318, Apartado 2922, Mexico, D.F., are anxious to get in touch with manufacturers of machinery or engineers that could furnish a layout in blueprints for machinery to be used by a dried fruit plant. Company plans to process prunes and raisins, pack them in cartons and wooden boxes.

3880 TRADE WITH SWISS AGENTS—Further information on the following may be obtained from Consulate of Switzerland, 100 Bush Street, San Francisco 4:

- (1) Manufacturer and exporter's agent in Vevey, Switzerland, is interested in establishing relations here with exporters of fruits (dried), canned goods, and other foodstuffs.
- (2) Swiss import-export agent in Bern, Switzerland, plans to resume his business in Italy, which deals principally in chemical and pharmaceutical lines.
- (3) Swiss import-export firm in Algiers, North Africa, wants to establish contact with exporters or manufacturers here whom it could represent.

3880 TRADE WITH CUBA—New Era Mercantile Company, Bacardi Building, No. 309, Havana, Cuba, wants to establish postwar trade connections with firms here.

3881 WAREHOUSING IN COSTA RICA—Almacenes Generales de Deposito S.A., San Jose, Costa Rica, offer warehousing and distributing facilities under same procedure and regulations as govern public warehouses in the United States. Additional information available at World Trade Department.

3882 AGENCY IN FRANCE—M. Alfred Weil, 37 Cours Gambetta, Aix-en-Provence, France, desires to act as agent for manufacturers; will furnish representation for France and French Colonies, chiefly on new and interesting articles.

3883 REPRESENTATION IN NEAR EAST—Mr. Robert Weil, of Paul Weil & Ses Fils, Beyrouth, Syria, is interested in representing manufacturers for the Near East.

3884 FILM EQUIPMENT FOR CEYLON—G. C. Roche & Co., G.P.O. Box 243, Colombo, Ceylon, would like to get in touch with firms able to supply the following: films, cinema machinery, fittings, lighting equipment, advertising accessories, cinema film magazines, etc. Company also imports piecemeals, textiles, haberdashery, millinery, crockery, cutlery, groceries, provisions, chemicals, hardware, machinery, etc. Additional information at World Trade Department.

3885 REPRESENTATION IN SOUTH AFRICA—Metter & Goode, 156-8 Shakespeare House, Johannesburg, Union of South Africa, would like to represent American manufacturers either as distributors or independent agents. List of products they wish to handle at World Trade Department.

POSTWAR TRADE WITH FRANCE

3886—Rene Amiel, 5 Rue Helene, Paris (17), France would like to get in touch now with manufacturers and importers so that he may plan for postwar trading.

3887—V. J. Kaine, 2 Rue Saint-Michel, Marseille, France, is interested in getting in touch with producers of canned goods, dried fruits, and salt.

3888—G. Duffan, Au Pas de l'An, Chemin Pagnieu, Grignas, Gironde, France, seeks the agency for Bordeaux and southwest France of firms dealing in dry or canned fruit, canned fish or crustaceans.

GOING MY WAY?

To

San Francisco Chamber of Commerce "Peak Hour Share-A-Ride Program"

"People Should Know!"

To explain to you what you can do for yourself to hold down
costs of living and build a better
personal postwar world...

Holgar J. Johnson

PRESIDENT, INSTITUTE OF LIFE INSURANCE
(Central institutional organization for the major life insurance companies of the country)

at Luncheon in the Commercial Club

Thursday, April 19, 1945

**Tables are not reserved, but tickets must be purchased in advance. Members will be taken care of to the limit of capacity, but it will be to your advantage to make reservations early before ticket sales are opened to the general public.*

Sponsored by

SAN FRANCISCO CHAMBER OF COMMERCE
SAN FRANCISCO COMMERCIAL CLUB
SAN FRANCISCO LIFE UNDERWRITERS
ASSOCIATION, INC.

SAN FRANCISCO CHAMBER OF COMMERCE
333 Pine Street, San Francisco 4, California

Please reserve.....place(s) for me at \$1.50 each at
luncheon honoring Holgar J. Johnson on Thursday, April 19,
in the San Francisco Commercial Club, at 12 noon.
(Kindly enclose self-addressed envelope for forwarding tickets.)

Name

Firm

Address

Check
Enclosed

\$.....

*At Luncheon in

The San Francisco
Commercial Club

Thursday Noon

April 19, 1945

Price \$1.50 per plate
{ \$1.46 plus 4c tax }

SURVEY of BUSINESS CONDITIONS IN SAN FRANCISCO

BRANCH OF ACTIVITY	FEBRUARY 1945	FEBRUARY 1944	PER CENT CHANGE	1945 2 MONTHS	1944 2 MONTHS	PER CENT CHANGE
GENERAL BUSINESS ACTIVITY						
S. F. C. of C. Index 1935-39 Avg.—100	187.0	175.9	6.3	192.9	175.8	9.7
CONSTRUCTION PERMITS						
Total..	(number) 408	396	3.0	693	707	-2.0
Residential, New..	(number) 983,152	996,072	-1.3	1,386,748	1,826,152	-24.1
Single-family Dwellings, New..	(value) 729,700	632,800	15.3	829,500	1,137,700	-27.1
Non-Residential, New..	(number) 86	200	-57.0	103	356	-71.1
Additions, Alterations & Repairs	(value) 306,700	632,800	-51.6	364,500	1,137,700	-68.0
Installations.....	(number) 28,900	33,050	-12.6	92,785	59,325	56.4
	(value) 181	126	43.7	322	242	33.1
	(value) 197,426	318,722	-38.1	416,537	611,332	-31.9
	(value) 27,126	11,500	135.9	47,926	17,795	169.3
REAL ESTATE						
Sales.....	(number) 1,159	957	21.1	2,353	1,947	20.9
	(value) 13,374,984	7,464,050	79.2	25,979,544	16,227,932	60.1
Mortgages & Deeds of Trust	(number) 964	929	3.8	1,941	1,933	0.4
Releases.....	(amount) 5,972,551	7,210,795	-17.2	12,793,793	14,318,984	-10.7
	(number) 1,046	1,141	-8.3	2,353	2,381	-1.2
	(amount) 5,392,015	9,517,091	-63.3	13,144,416	18,085,734	-27.3
RETAIL DEPARTMENT STORE SALES						
San Francisco.....	(Index) 191	153	24.8	185	146	26.7
FINANCE						
Bank Debits.....	(\$000) 1,547,607	1,540,129	0.5	3,256,597	3,144,236	3.6
Bank Clearings	(\$000) 1,138,666	1,109,686	2.6	2,480,063	2,294,372	8.1
Postal Receipts.....	(\$) 6,436,255	2,851,979	122.2	12,117,937	5,093,917	137.9
San Francisco Stock Exchange	(no. shares traded) 669,324	521,729	28.3	1,301,792	997,852	39.5
	(market value) 12,904,759	7,249,696	78.0	28,109,206	14,187,878	98.1
COMMERCIAL FAILURES						
Liabilities.....	(number) 1	5	-80.0	2	6	-66.7
Assets.....	(\$) 17,771	48,723	-63.5	52,007	42.4	-96.0
	(\$) 145	5,784	-97.5	245	6,184	-96.0
EMPLOYMENT & PAYROLLS—Bay Area (5 Co.'s)						
Employment.....	(Index) 273.0	318.2	-14.2	295.6	319.1	-7.4
Payrolls.....	(Index) 526.8	602.2	-12.5	564.5	603.3	-6.4
NON-MANUFACTURING INDUSTRIES (5 Co.'s)						
Laundrying, Cleaning, Dyeing	(payroll) 166.1	152.7	8.8	166.3	150.2	10.7
Wholesale Trade.....	(payroll) 149.3	137.3	8.7	147.2	137.8	6.8
Retail Trade.....	(payroll) 135.3	124.2	8.9	136.8	128.8	6.2
Hotels.....	(payroll) 198.2	172.9	14.6	197.8	171.9	15.1
PLACEMENTS IN SAN FRANCISCO—U. S. E. S.						
Industrial Placements.....	(number) 11,736	11,985	-2.0	24,480	22,535	8.6
Commercial Placements	(number) 10,732	10,942	-1.9	22,140	20,927	5.8
	(number) 1,004	1,043	-3.7	2,340	1,608	45.5
TRANSPORTATION						
Freight Car Movements	(number) 27,888	29,811	-6.5	58,781	59,069	-0.5
San Francisco Airport Traffic	(no. planes) (d) 1,316	1,316	.....	(d) 2,675	2,675	.....
Express Shipments—Rail	(no. passengers) (d) 14,356	14,356	.....	(d) 29,334	29,334	.....
Air	(number) 300,792	273,289	10.1	640,248	535,857	19.5
Air Mail Loaded	(number) 8,218	7,071	16.2	18,337	14,490	26.5
	(pounds) (d) 539,495	539,495	.....	(d) 1,109,477	1,109,477	.....
UTILITIES & NEW DEVELOPMENTS						
Electric Energy Sales Index.....	(k.w.hrs.) 196	175	12.0	405	179	126.3
Industrial & Commercial Gas Sales	(cu.ft.) 1,140,646,700	767,001,700	48.7	2,243,281,100	1,477,675,500	51.8
Water Consumers.....	(net gain) 270	118	128.8	409	244	67.6
Tourist & Settler Inquiries	(number) 41	20	105.0	96	109	-11.9
DAIRY RECEIPTS, FRUITS & VEGETABLES						
Butter.....	(pounds) 3,265,339	2,841,382	14.9	7,305,315	1,860,578	292.6
Cheese.....	(pounds) 1,064,028	1,085,179	-1.9	2,462,897	1,321,523	86.4
Eggs.....	(cases) 117,535	83,892	40.1	259,194	1,756,575	-85.2
Poultry, Dressed	(pounds) 2,564,588	2,689,219	-4.6	6,032,482	5,450,925	10.7
Fruits & Vegetables	(carlots) (d) 1,589	1,589	.....	(d) 3,331	3,331	.....
LIVESTOCK SLAUGHTER (b)						
Cattle.....	(total number) (d) 179,392	179,392	.....	(d) 364,885	364,885	.....
Cattle.....	(number) (d) 30,531	30,531	.....	(d) 61,708	61,708	.....
Calves.....	(number) (d) 4,161	4,161	.....	(d) 8,814	8,814	.....
Sheep and Lambs	(number) (d) 79,374	79,374	.....	(d) 161,504	161,504	.....
Hogs.....	(number) (d) 65,326	65,326	.....	(d) 132,859	132,859	.....
S. F. LIVING COSTS 1935-39 Avg.—100						
Food.....	(Index) 145.3	141.6	2.6	146.1	142.6	2.5
Clothing.....	(Index) 141.8	133.6	6.1	141.8	133.6	6.5
Rent.....	(Index) 106.3	106.1	0.2	106.3	106.1	0.2
Fuel, Electricity & Ice (c)	(Index) 92.6	92.6	0.0	92.6	92.3	0.3
House Furnishing Goods.....	(Index) 129.8	120.9	7.4	134.3	120.9	11.1
Miscellaneous.....	(Index) 131.3	126.5	3.8	131.3	126.5	3.8
All Items.....	(Index) 131.2	127.3	3.1	131.6	127.6	3.1

(a) These data are based on reports submitted to the Division of Labor Statistics and Law Enforcement, State of California.

(b) Federal Inspection—San Francisco District.

(c) Gas costs have declined since 1925 and electricity costs since 1921.

(d) Not available in time for Survey.

Acknowledgment is hereby made to Thomas Magee & Sons, Dun & Bradstreet, Inc., local utilities, private organizations, Federal Reserve Bank of San Francisco, California State Departments of Industrial Relations, Agriculture, and Employment, and the United States Departments of Labor, Agriculture, and Commerce, and the United States Bureau of the Census, for the basic data each contributed toward this survey compiled by the Research Department, San Francisco Chamber of Commerce.

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C of C Representative at Supervisors' Meeting

Attending the Board of Supervisors meeting, Monday, April 2, was:

John M. Kennedy, member San Francisco Chamber Board.



Bay Region Business

PUBLISHED BY THE

SAN FRANCISCO CHAMBER OF COMMERCE

Volume 2

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Number 15

Frank Marsh, in San Francisco to Confer on S.F. Chamber Activities

Frank E. Marsh, manager, Washington Office of the San Francisco Chamber, arrived in San Francisco this week to confer in person with the Chamber staff and local firms on the activities of his office in the Nation's Capital.

Commenting on the coming United Nations Conference in San Francisco, Marsh said, "The feeling in Washington is that this meeting could be one of the most momentous ever held, and the decisions reached could be the most important ever reached in the history of the world."

• **The Washington Office** assisted in preliminary arrangements for the conference, and while here Marsh will advise the Chamber in its efforts to assist the State Department on conference details.

He plans to meet with various members of the Chamber's staff and committees for closer coordination between the working groups here and the office in Washington.

Louis B. Lundborg, general manager of the Chamber, said that the Washington Office, under Marsh's able direction, has operated to the great advantage of San Francisco and Bay Area communities in general.

S.F. Conference Postage Stamp

The postage stamp issue commemorating the United Nations Conference in San Francisco, which will be on sale April 25, is in line with recommendations forwarded to the Postal authorities in Washington, D. C. through the San Francisco Chamber of Commerce Washington Office.

John O. Gantner, Jr., made the original suggestion to the Chamber that a commemorative stamp be issued.

Holgar J. Johnson to be Guest Speaker at Luncheon, April 9

To discuss the responsibility of American business to take the public into its confidence, Holgar J. Johnson, president, Institute of Life Insurance, will be guest speaker at the Commercial Club, Thursday, April 19.



HOLGAR J. JOHNSON
President, Institute of Life Insurance

The luncheon is jointly sponsored by the San Francisco Chamber, Commercial Club, and the San Francisco Life Underwriters Association, Inc.

• **People Should Know**—Johnson has chosen "People Should Know" as the keynote of his address. He will stress the importance, as well as the responsibility, of business to become vocal and discuss its affairs with the public in order to retain public approval of all business.

Johnson has been president of the Institute of Life Insurance since its establishment six years ago.

• **He has been affiliated** with life insurance throughout his business career from the standpoint of agent, home office and policyholder.

In 1928, after advancing from agent to a home office sales management position in four years, Johnson took over Life Insurance General Agency in Pittsburgh with a staff of four men, and within ten years built the office to national prominence with an annual business of over ten million dollars.

Chamber Wins Change in Bay Area Labor Market Rating

Following action by the San Francisco Chamber, the San Francisco Board of Supervisors, labor unions, and other Bay Area Chambers, federal authorities announced last week that the San Francisco Bay Area Labor market designation was changed from Group I to Group II.

Chamber recommendation for the change was based on the fact that the manpower situation in the Bay Area had undergone a distinct change in recent weeks because of shipyard lay-offs.

Changing the labor market designation to Group II will aid employers in their efforts to conduct their operations with a minimum of unemployment.

Bretton Woods Hearing

A public hearing of opponents and proponents of the Bretton Woods proposals will be held Thursday, April 14, by the Foreign Trade Committee of the San Francisco Chamber.

Authorized spokesmen or interested members of the Chamber wishing to present their opinions at this time are requested to communicate with Kenneth H. Campbell, manager, World Trade Department, in order to be placed on the schedule for the half-day hearing.

• **The hearing will be held** at 1:30 in Room 206 in the Chamber of Commerce building.

1944 Bank Deposits Rise in S. F. Reported

Total deposits of San Francisco banks, some of which have branch systems throughout Northern California, rose 20.4 per cent during 1944 with the December 31 call revealing a total of \$6,912,516,458, according to a study just completed by the Research Department.

- **Time deposits** climbed 24.0 per cent to \$2,555,747,234, and demand deposits rose 18.3 per cent to \$4,356,769,224.

- **Total resources** were up 20.8 per cent to \$7,350,994,441.

Unquestionably, the expeditious handling of widely diversified financial transactions has contributed greatly to the sound industrial and trade relations between San Francisco and her neighbors in the Western Regional market, the department stated.

Pan American Day To Be Celebrated Here April 14 at City Hall

A ceremony honoring Pan American Day will be held in San Francisco in the Rotunda of the City Hall, on April 14, the day set apart since 1931 to symbolize inter-American unity, according to an announcement by John S. Curran, president of the Pan American Society, San Francisco chapter.

Everyone interested in the Latin American countries is invited to attend the public gathering in the Rotunda at 11:00 A.M., Saturday, April 14.

Wine Crop Return in California for 1944 - Highest in History

California grape growers received the highest average crop return in history in the 1944 vintage season crush, according to preliminary totals of the ninth annual grape and wine industry statistical survey, Harry A. Caddow, secretary manager of the Wine Institute, reported recently.

Preliminary government reports tentatively place the season average return to growers at \$98 per ton, compared to an average of just under \$80 in 1943.

- **Later reports** are expected to raise the 1944 season average to well over \$100 per ton, since the preliminary estimate does not fully reflect payments for grapes released for crushing by the War Food Administration.

Government and City Officials Praise "Share-A-Ride" Program

RFC Will Consider Loans to Industries for Reconversion Aid

In order to be of further assistance to business in reconverting from a wartime to a peacetime economy, Reconstruction Finance Corporation will consider applications for loans to industry to include working capital for completion of non-war orders, interim financing for cancelled contracts and sub-contracts, as well as working capital for war contracts and sub-contracts.

According to J. S. McCullough, Jr., manager, San Francisco Loan Agency, "In circumstances where private financial institutions do not find it possible to supply needed credit, R.F.C. will consider making such loans directly, or in participation with lending institutions."

- **For further information** contact the R.F.C., 200 Bush Street, EX-brook 6206.

Availability of More Surplus Properties Announced Here

- **Surplus Airplanes for Private Use**—The Reconstruction Finance Corporation from April 6 on is conducting a sale of some 3000 surplus used primary training planes. They will be marked with a price tag and on an "as is" basis at prices ranging from \$875 to \$2400. In California the planes may be inspected at RFC Sales Centers located in Ontario, Hemet, Blythe and Concord.

- **Under Catalog #B-290**, the Navy Material Redistribution and Disposal Administration will receive bids until 10:00 A.M., April 14, on 275 new 1 1/4" open-end wire rope sockets made of drop forged galvanized steel.

- **Under Catalog #B-301**, the same office will receive bids until 10:00 A.M., April 16 on some 20 tons of alloy steel plates 1/2" thick and in various sizes up to 19" x 24".

- **Under Catalog #B-302**, the same office will receive bids until 10:00 A.M., April 23 on 3425 gallons of Inco N-1 Type A new adhesive cement, 275 gallons of Inco S-2 Type B new adhesive cement, and on 164 bales of new Stratford Oakum.

- **Marine**—Firms interested in becoming informed on offerings of surplus marine equipment and small craft should secure from the Materials Disposal Section, Contract Settlement and Surplus Material Division, Maritime Commission, Washington 25, D.C. copies of Form #MD-1 which when filled out will place them on the list to receive notices of sales of items in which they are interested.

Both local and federal officials are enthusiastically backing the Chamber's Peak Hour Share-A-Ride program, and have asked that all San Francisco motorists respond to the campaign appeal.

- **OPA**—Offering the Chamber every assistance of the Office of Price Administration on the program, Robert B. Parks, district director, comments, "Not only will your simple and effective program aid tremendously in taking some of the load off the over-crowded public transportation system, but if it is accepted and activated in the friendly fashion characteristic of San Franciscans it will serve as a symbol of the hospitality this city will offer so generously during the forthcoming United Nations Conference."

- **ODT**—Warning that serious trouble lies ahead for many millions of the nation's transit riders, the Office of Defense Transportation is appealing to the public to assist by keeping their autos working through ride-sharing.

"You couldn't find a simpler, friendlier, more workable method," comments Robert O. Crowe, regional director, ODT, "than the San Francisco Chamber's Peak Hour 'Share-A-Ride' program."

- **San Francisco Police Commission**—"The feature of the Chamber's program which interests us, particularly," states Jerd Sullivan, commission president, "is the 'Going My Way?' card, which enables pedestrians to ascertain quickly, whether or not the driver is going their way."

"I would advise all ride-sharers to get one of these cards at a service station, and place it in the right window of their automobiles today."

- **San Francisco Public Utilities Commission**—Recommending the "Share-A-Ride" program to the people of San Francisco, Marshall Dill, president of the Public Utilities Commission, declares, "One of the big problems of the street railway system in San Francisco is that there are too many people for our facilities to handle."

"Therefore, the new program which the Chamber is sponsoring is most acceptable to the Commission and we hope the people of San Francisco will respond 100 percent."

Newhoff Elected Union Oil Co. Vice President

William A. Newhoff, formerly assistant to president of Union Oil Company, with headquarters in San Francisco, was elected vice president of the Company on Tuesday, April 3.

Newhoff will remain in San Francisco in charge of the central territory which includes the Hawaiian Islands.

He is a member of the Bohemian Club, Olympic Club, and the San Francisco Chamber.

S. F. Chamber Favors Expansion Premium Payment Plan to 1946

Sales Agency at Mart Expands; Now Covers Eight Western States

More expansions among exhibitors at the Western Merchandise Mart are indicated in the change in name of the Northern California Sales Agency to ALLWEST SALES AGENCY, Frank Runyan, mart president, reported to the Chamber's Domestic Trade Department today.

● **The Sales Agency**, with headquarters at the Merchandise Mart, is expanding its territory from Northern California to encompass the eight western states—Washington, Oregon, California, Montana, Utah, Idaho, Nevada, and Arizona.

To keep step with this expansion the name of the firm, according to George L. Hall, co-owner and manager, was changed this month to ALLWEST SALES AGENCY.

New branch offices are being established in Portland and Los Angeles.

To encourage continued production of strategic metals for war purposes, the San Francisco Chamber of Commerce today advocated extension of the Federal Government premium payment plan until June 30, 1946.

● **Action** by the Chamber was taken on recommendation of its Mining Committee and its objects would be accomplished by congressional adoption of House Bill 2455 which has been introduced by Congressman Engle of California.

When mine operators make special outlays to produce metals to meet urgent war needs, the premium payment plan should provide for indemnities in the event the war needs end before outlays have been amortized, the resolution adopted by the Chamber says.

● **The Chamber is supporting** legalization which will extend the premium price plan for copper, lead, zinc, and other strategic metals until June 30, 1946 on the same terms as heretofore, provided that premiums and indemnities shall be adjusted so as to return producers' wartime investments.

Partially explaining why premiums are necessary, the resolution says, "The volumes of production which have been obtained would not have been possible under prevailing price and other wartime economic controls without the payment of premiums to producers through federal agencies such as the Reconstruction Finance Corporation."

Termination Work Sessions for War Contractors Being Held

The San Francisco Termination Coordination Committee is now holding a series of so-called "Work Sessions" for the purpose of enlightening war contractors and others interested in termination.

● **The sessions** are conducted by a team of three officers both from the Army and Navy, who take a theoretical case of a terminated contract and trace it through the various steps and procedures by which a contractor would properly prepare a settlement proposal.

In regular classroom style, contractors also prepare a settlement, so that they will become well informed in the techniques involved. The information imparted is applicable to all war contractors without regard from which procurement agency they received their contract.

● **Attendance** at each of the sessions is limited to a small select group of those contractors' representatives who will actually be responsible for making out the forms required for submission of claims.

Each of the sessions are identical in scope, and reservations for attendance may be made by telephone with Lt. M. B. Shove, KLondike 2-2300, Extension 282, or Lt. E. J. Goldie, at the same phone number, Extension 221.

● **The sessions are held** each Wednesday and Friday afternoon from 12:45 to 5:00 P.M. in Room 103, University of California Extension Division, 540 Powell Street.

IRON AND STEEL SECTION OBJECTIVES

Retention and development of iron and steel production in the West is the objective of the Iron and Steel Section of the San Francisco Chamber of Commerce in a five point program and analysis announced today.

Stating that postwar economic conditions will be defined primarily by the degree to which full employment is accomplished, that employment in many fields of human endeavor will be contingent on how many factory jobs are provided, and that factory jobs, in turn, will be subject to the production and availability of steel and iron, the section sets forth the following five objectives:

● **Employment:** To cooperate and engage in activities which will expand current and postwar factory employment throughout California and other western states over 1940 as much as economically justifiable and to seek and exploit opportunities for increased employment in the San Francisco Bay Area in the production of steel and the fabrication of steel products, it being recognized that (a) factory jobs are basic to overall employment and (b) steel production and availability are at the root of many other diversified industrial activities.

● **Resources:** To increase the use of the West's existing facilities and natural resources so that production in those industries which are dependent on iron and steel may be more commensurate with the consuming capacity of the western states and large enough to supply world

markets without undue limitations or cross-hauling of domestic supplies.

● **Market:** To suggest and, so far as possible, undertake studies of the western states market which will encourage production, fabrication, and manufacturing of steel goods in the San Francisco Bay Area in volumes that are more consistent with the size and quality of the market which may be served most advantageously from here, determining specific deficiencies in western factory production and seeking provision of the particular types of steel and plant facilities necessary to overcome them.

● **Prices and Freight Rates:** To encourage careful studies and the subsequent dissemination of factual data concerning steel prices and freight rates applicable in the West with a view to accomplishing any economically justifiable adjustments.

● **Disposal of Government Plants:** To influence the adoption of national policies and procedures which will expedite arrangements whereby a government-owned war plant, such as that at Geneva, may be disposed of for operation as a private enterprise on an economically sound basis and under terms and conditions that will be fair and equitable and redound to the economic benefit of the western states and, in turn, the nation.

Anyone interested in obtaining copies of the Section's statement of objectives and considerations may obtain one from the Chamber's Industrial Department.

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, and refer to the Trade Tip's number.

In order to gauge the effectiveness of the Foreign Trade Tips, this department kindly asks that the interested firms, when replying to the Tips, also prepare a carbon copy whenever possible for this department's records.

3889 TRADE WITH PORTUGAL—Portuguese wines and brandies are offered for export by Jose Agostinho, Filhos & Co., Entrancamento, Portugal.

Dr. Dagoberto Cuedes, Rua D. Pedro IV, Lisbon, Portugal, would like to get in touch with manufacturers of pharmaceutical products and surgical instruments.

John Sena, Rua Bocage 47-5, Lisbon, Portugal, is interested in contacting manufacturers of home novelties.

Religious articles are offered for export by Cassa Nossa Senhora de Fatima, avenida Marques de Tomar, Lisbon, Portugal.

3890 EXPORTS TO BRITISH GUIANA—J. Kanah, & Sons, Plantation, East Coast Demerara, British Guiana, S.A., are anxious to get in touch with exporters of the following: blankets and towels, handkerchiefs, textiles, wearing apparel, parasols and bags, stationery, etc.

3891 EXPORTS TO SYRIE—Hrant Kaprielian, B. P. 198, Alep, Syrie, would like to correspond with manufacturers or exporters of the following lines: thread, silk ribbon, velvet ribbon, organdy, tulle, lace, perfumes, tooth brushes, combs, buttons, pins and needles.

3892 REPRESENTATION IN SWEDEN—Sinclair & Co., Omla, Helsingborg, 19B, Gnestenborg, Sweden, wish to represent manufacturers of textiles and similar products on a commission basis. They are especially interested in ladies' handbags, carpets and rugs, brocades, yarn, bagging, cotton, linen, rayon made goods. **MICA FROM GUATEMALA**—Banco de Occidente de Guatemala has for sale 1500 lbs. of mica or singlass of assorted shapes and sizes, said to be of good quality. Samples and further information may be obtained at the office of the Consul General of Guatemala, 461 Market Street, San Francisco.

3894 REPRESENTATION IN CANADA—Stewart W. Kelly, 604-318 Homer St., Vancouver, B.C., would like to act as representative or manufacturers agent for American firms in Canada.

3895 REPRESENTATION IN NICARAGUA—A. Diaz F. & Co., Ltd., Managua, D. N., Nicaragua, would like to get in touch with manufacturers and exporters of the following: canned foodstuffs, hardware, chemical and pharmaceutical products, toilet articles, school articles, toys for men's and women's clothing, products for soap factories, such as oils and tallow, paraffines.

3896 TRADE WITH BELGIUM—The American-Belgian Chamber of Commerce in Belgium, 25, Rue du Chap-de-Mars, Brussels, Belgium, asks that American producers willing to open trade connections with Belgium or to renew former business, correspond with their office, giving full particulars.

3897 MATTRESS WIRE FOR MEXICO—R. Vargas Diaz, A. Alzate 73, Morelia, Mich., Mexico, wants to get in touch with manufacturers or sellers of 22 galvanized mattress wire.

3898 TRADE WITH MALTA—The British Patent Agency, c/o No. 1 Rudolph Str., Sliema-Malta, would like to correspond with manufacturers of the following goods: foodstuffs, leather goods, shoes, patent medications, canned milk, starch.

3899 MEXICAN PRODUCTS—American Trading Co. S. de R.L., Av. Juarez No. 30, Mexico, D.F., can export canned pineapple, strawberries, marmalades, peyaya, honey, black pepper, anised, fava beans, jalap root, ginger root, peanuts, peanut butter, chickpeas, asphalt, mahogany and Spanish cedar, yellow pine. Complete details at World Trade Department.

3900 TRADE WITH INDIA—Govindram Bros. Ltd., of Bombay, India, an old established firm, has sent its agent, H. Chaudhury, to this country to establish contacts with manufacturers for postwar business. The company is organizing a sales distribution department with one branch to handle specialized products, such as machinery (lathes, hand tools, canning machinery, boxing machinery, etc.) and the other to handle consumer goods and general merchandise. Letters may be addressed to Govindram Bros. Ltd., Sekaria Chambers, 139 Meadow St., Bombay, India, or c/o Orvis Bros. Co., 14 Wall Street, New York.

Grady Urges Support, Nation's Clothing Drive

In an appeal to San Franciscans to contribute to the United National Clothing Drive which opened here April 1, Henry F. Grady said:

"In the war devastated areas of the world, clothing is a prime lack. In the dead of winter, children and adults alike walk the streets without shoes, without heavy coats, and the results of exposure, lack of proper food, and consequent disease are taking a heavy toll among people who have already known the terrible destruction of war."

According to Jerd Sullivan, general chairman of the campaign in San Francisco, donations will be received at churches, schools, fire houses and police stations throughout the city.

Chamber Activities

● Thursday, April 12, 1945

12:15—Commercial Club
Board of Directors Meeting.

12:15-1:15—Room 206

Junior Chamber Speakers Committee.

2:00-4:30—Room 206

San Francisco Hospital Conference.

● Friday, April 13, 1945

1:30-3:30

Transportation Committee.

● Monday, April 16, 1945

12:15—St. Francis Hotel
Retail Merchants Association
Board of Directors.

12:15-1:15—Room 206

Junior Chamber World Trade.

12:15—Palace Hotel

Iron and Steel Section.

3:00-5:00—Room 206

Tax Committee.

5:00-6:00—Room 206

Speakers Bureau.

● Tuesday, April 17, 1945

12:15—Commercial Club

Agricultural Committee.

● Wednesday, April 18, 1945

11:15-12:00—Room 206

American Red Cross.

12:15—Commercial Club

Mining Committee.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details, contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6108—DONALD G. BRUBAKER, BRUBAKER & SHARP, Room 408, 1101 Vermont Ave., N.W., Washington, D.C., would like to find someone to represent the following items in California and Nevada: solderless connections, modern domestic kitchen equipment, cameras (8 m.m., 16 m.m., 35 m.m., motion and still pictures).

IBM Donates Display Window to S. F. C of C

A display window of International Business Machine Corporation was made available to the San Francisco Chamber with a ceremony, Monday, April 2, when Ed Perkins, manager, San Francisco office of IBM, officially presented the window to Henry F. Grady, president of the Chamber.

Michel Weill, president, San Francisco Planning Commission, attended the presentation of the window which displayed the Commission's postwar solution of San Francisco's transportation problem.

● The Commission will supervise and install a series of such postwar exhibits, to change every two weeks.

C of C Representatives at Supervisors' Meeting

Attending the Board of Supervisors meeting, Monday, April 9, was:

Harold W. Kilpatrick, member San Francisco Chamber Board.



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WASHINGTON NOTES

● **Production Controls**—Organization of a committee that will be responsible for working out the details of delicate problems involved in modifying and relaxing war and war-supporting production controls on industry, has been announced by J. A. Krug, chairman of the War Production Board.

The committee, to be known as the "Committee on Period One" (CPO), will also be responsible for timing of the measures that will be taken and for the formulation of an overall pattern to be followed as a guide in aiding the resumption of civilian production following "Victory-in-Europe" Day and prior to victory over Japan.

It will be the policy of the committee to consult with all segments of industry so far as possible before final action is taken. The CPO is also consulting with other affected Government agencies to ensure coordination of all Government reconversion plans.

● **Gas Rations**—The Office of Price Administration is ready to increase gasoline rations just as rapidly as additional supplies for passenger car use are made available after V-E Day, Administrator Chester Bowles has announced.

"Because estimates from the Petroleum Administration for War of the amount of additional gasoline to be available for civilians after V-E Day range from 100,000 to 200,000 barrels daily, it is impossible at this time to announce allotment increases in detail," Bowles said.

"But taking, for example, Administrator Ickes' more optimistic figure of 200,000 barrels daily, we might assume that after requirements of other claimant agencies have been met, 170,000 barrels a day would be left to add to the 547,000 barrels daily civilian motorists are now receiving.

"It is believed that half of that amount would be sufficient for limited increases in the 'B' group, leaving about 85,000 barrels daily for 'A' book holders. This would give 'A' drivers a mileage increase of about two miles a day."

From the Chamber's Washington Office.

"FOR HIS COUNTRY —"

The San Francisco Chamber of Commerce joins the world in mourning the loss of Franklin Delano Roosevelt.

Following is a statement made by Henry F. Grady, president, San Francisco Chamber and former Assistant Secretary of State in the Roosevelt Administration, on learning of the President's death:

"The President's death is a tragedy that will shake the country and the world. He is a war casualty. He gave his life for his country. He had dedicated himself, and gave his all to the winning of the war and the establishment of a just and lasting peace.

"It is to be hoped that his sacrifice will inspire the world to make real the things for which he gave his life."

"Good Neighbors" Visit Bakersfield Tomorrow

A delegation of San Francisco businessmen will visit Bakersfield Friday, April 20, representing the first 1945 "Good Neighbor" visit of the Domestic Trade Committee of the San Francisco Chamber, according to Carl J. Eastman, chairman.

The San Francisco delegation will be taken on a tour of the Lockheed Sub Assembly Plant, conducted by Dean Pieper, manager, Bakersfield Chamber, after which the San Francisco and Bakersfield businessmen will assemble for luncheon in the Bakersfield Inn.

● **Domestic Trade Committee members** making up the delegation to Bakersfield will be: Ronald E. Kaehler (Chairman of the Day), Frank Bodine, Vern A. Culver, Carl J. Eastman, Lloyd E. Graybiel, Harold W. Kilpatrick, Frank T. Peach, Frank K. Runyan, Chas. A. Dostal, and C. P. Tanner.

BRETTON WOODS HEARING

A public hearing of proponents and opponents of the Bretton Woods Proposals will be held today in Room 206 of the Chamber of Commerce Building, 333 Pine Street.

Those qualified to testify will be heard by the Foreign Trade Committee.

United Nations Committee Headquarters Opened at 133 Montgomery Street

Opening of headquarters for Mayor Lapham's United Nations Conference Committee of San Francisco, which coordinates activities of all civic bodies involved in San Francisco's contribution to the Conference, was announced last week by Don V. Nicholson, secretary-manager.

● The headquarters are at 133 Montgomery St., telephone Sutter 8158.

At the same time Nicholson announced appointment of Will Williams, publicity department manager of the San Francisco Chamber of Commerce, to serve as director of the committee's news service bureau.

● According to N. L. McLaren, entertainment subcommittee chairman, San Francisco's hospitality toward visiting delegates and press representatives arriving for the Conference will be coordinated through the official United Nations Conference Committee of San Francisco to prevent schedule conflicts and breaches of protocol.

A master calendar for the anticipated four-week period of the Conference is being maintained at committee headquarters.

Speakers Bureau Carries Share-A-Ride Appeal to Clubs

To spread the message of the San Francisco Chamber's Peak Hour "Share-A-Ride" campaign, a selected group of Speakers Bureau members have spoken before ten of the city's luncheon clubs during the last two weeks.

● They appeared before the San Francisco, Golden Gate, and Mission Kiwanis clubs; the San Francisco Lions Club; San Francisco Round Table; San Francisco Optimist Club; San Francisco Advertising Club; Rotary Club of San Francisco; San Francisco Exchange Club; and the Insurance Post of the American Legion.

Speakers were: C. Wesley Edwards, Guy Colvin, Dave S. Painter, F. H. Hadley, L. M. Holland, Rex Wilcox, C. A. Chaban, Louis B. Lundborg, C. H. Stoll, and E. A. Odell.

Pacific Coast Leads Nation Again in Delivery of Ships

West Coast shipyards again led other regions of the nation in March in the volume of ship deliveries, according to the San Francisco Chamber's Industrial Department.

● **Maritime Commission reports** show that 47.2% or 58 out of 126 ships delivered throughout the nation were built on the West Coast. Of the 58 Coast ships, 28 were delivered from the Bay Area; 16 from Southern California; 14 from the Northwest.

While the West Coast was completing 58 vessels, East Coast completed 36; Gulf Coast, 25; Great Lakes, 7.

Chinese Language Class

A Chinese class in Mandarin, the official language of the Chinese government, will soon begin at the Catholic Chinese Mission, 902 Stockton Street, according to Father Charles A. Donovan, C.S.P. Director.

● **Planned principally** for those who will have commercial relations with China after the war, classes will be held twice a week from 8 to 9:30 on Tuesday and Thursday nights, with Mrs. L. Lee, instructor of Mandarin at the University of California, conducting.

A small fee will be charged. Those interested may contact Father Donovan, DOuglas 7758 or 7394, 902 Stockton Street.

Chamber Recommends Improvements on Bay Area Highway Link

Three recommendations on the Stockton-Contra Costa County-Bay Area Highway have been approved by the San Francisco Chamber of Commerce Board of Directors.

The following recommendations approved were drafted and adopted on March 28, at Martinez, by a joint committee representing boards of supervisors and chamber of commerce officials of the four counties, Alameda, Contra Costa, San Joaquin, and San Francisco:

1. That the State Highway Commission be requested to survey and officially establish the State Highway route between Willow Pass and Brentwood in Contra Costa County.

2. Construction of that section of the highway between Willow Pass and Antioch on the route to be established by the Highway Commission.

3. Construction of a section of highway from a point north of Walnut Creek to a point west of Walnut Creek as a postwar project.

Coordinated Mapping of California Urged

Enactment of measures which will provide for adequate mapping of the state at the current session of the State Legislature was advocated today by the San Francisco Chamber of Commerce.

This position results from action taken by the Chamber's Board of Directors on recommendation of members of its Mining Committee and "others who are technically competent to advise on this subject."

● **According to the Chamber**, adequate maps are essential to all types of development and conservation activities; only 38% of the state has been reasonably well-mapped, 44% has been inadequately mapped and 18% is unmapped; current uncoordinated mapping practices by many agencies result in outlays of public funds which in the aggregate probably exceed the amounts required for a sound coordinated program.

In connection with Senate Bill 803 on which committee hearings are being held at Sacramento, the Chamber says, "The provision of \$3,000,000 for a ten-year mapping program with expenditures during any one year not to exceed \$400,000 would appear to be commensurate with the economic resources of the great State of California, the benefits to be derived from the mapping work, and the availability of technicians to engage in this field of activity."

Cupid and Spring Take Chamber by Storm

Committees and staff departments aren't the only things that have been busy around the San Francisco Chamber of Commerce.

Cupid has been getting in his licks, too: Four new engagement rings and one wedding ring have blossomed in the last week or so.

● **Louise Jaegar**, secretary to Walter Rohde in the Transportation Department, was the first of the engaged quartet, announcing her engagement to Robert Canning (USN).

● **Then Jane Bennett**, secretary to President Grady, displayed a ring presented to her by Capt. Alvin G. Boquist (Army Air Corps).

● **The Second Floor** was not to be outdone, as Dorothy Laurens told of her betrothal to John Gilmore, SF1/c, (USNCB).

● **Staff and Senior Council** came into the picture with No. 4, as Gerry Hughes, assistant to Will Williams as editor of *Bay Region Business*, announced her engagement to Lt. (jg) Leland W. Cutler, Jr. (USNR), son of former Chamber President, Leland W. Cutler.

● **Setting the pace** for the feminine members of the staff was Don Conway, Market Research Analyst, who was married on March 29 to Miss Claire Newton, of Wellington, Kansas.

(P. S. The first day of Spring was March 21.)

SURPLUS SALES PROCEDURES

John F. Hough, Regional Director of Treasury's Office of Surplus Property, disposal agency of consumers' goods, has announced a number of steps which will simplify the purchase of surplus property in Region 10, comprising California, Arizona and Nevada.

Three methods of advertising consumers' goods for sale will be used—the SURPLUS REPORTER, Treasury's official publication; SPECIAL LISTINGS, through the media of a simplified bid form, letters, direct mail pieces, hand bills, etc., and ANNOUNCEMENTS of "on-the-spot" sales.

● **Surplus Reporters** will continue to be issued in eight volumes monthly, one volume for each of the major commodity groups.

● **Special Listings** will be issued as occasion warrants, governed by quantities of material declared, locations and urgency of removal from critical supply spots.

● **Announcements** will be made of "on-the-spot" sales which will be conducted at site.

The above notices will be sent to all established dealers whose names appear on the mailing lists maintained in the eleven Regional Offices.

● **Upon receipt** of such notification of properties available for sale, prospective purchasers may indicate their interest in the items listed to the respective Regional Office having jurisdiction of those materials. The

Regional Office will then fill in the new simplified combination Bid and Contract form to show Treasury's Item Number for identification; description, location and quantity available; and—most important—time and date of opening of sealed bids.

Two copies of the Bid and Contract form will be sent to bidders, the original will be filled in by the prospective buyer to show his bid, signed, and returned to the Regional Office. The duplicate copy is for his record.

● **All bids** will be placed in a locked bid box and held, unopened, in the Regional Office until the specified opening time and date. All bidders, or their agents or representatives are invited to be present at openings. Customary notices will be placed on Bulletin Boards for transactions over \$500, showing result of sale, names and bids of high bidders; also, names and bids of unsuccessful customers.

No cash deposits are required under the new simplified system. Properties will be sold on a cash basis, "where is" and "as is." Payment in full will be required promptly after awards are made and prior to removal of property. Cashier's checks or certified checks should be made payable to the order of the TREASURER OF THE UNITED STATES.

● **Eligible dealers** are urged to request their names be included on the mailing lists for SURPLUS REPORTERS, SPECIAL LISTINGS or ANNOUNCEMENTS concerning consumers' goods available for sale by Treasury's Office of Surplus Property, 30 Van Ness Avenue, San Francisco, 2.

Junior Chamber Luncheon Topic

"AUSTRALIA TODAY"

THE RIGHT HONORABLE

HERBERT V. EVATT

P. C., K. C., LL.D., M. P.,

Attorney General and Minister of External Affairs

for the

COMMONWEALTH OF AUSTRALIA

At Luncheon in the Commercial Club

MONDAY, APRIL 30, 1945

The first meeting in a two-session symposium on Australia to be presented by the Junior Chamber's World Trade Committee

**Tables are not reserved, but tickets must be purchased in advance. Members will be taken care of to the limit of capacity, but it will be to your advantage to make reservations early before ticket sales are opened to the general public.*

Sponsored by

San Francisco Junior Chamber of Commerce
San Francisco Commercial Club

AN FRANCISCO JUNIOR CHAMBER OF COMMERCE

33 Pine Street, San Francisco 4, California

Please reserve.....place(s) for me at \$1.50 each at luncheon honoring Herbert V. Evatt on Monday, April 30, in the San Francisco Commercial Club, at 12 noon.

(Kindly enclose self-addressed envelope for forwarding tickets.)

Name

Firm

Address

CHECK
ENCLOSED

**At Luncheon in*

The San Francisco Commercial Club

Monday Noon

April 30, 1945

Price \$1.50 per plate
{ \$1.46 plus 4c tax }

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, and refer to the Trade Tip's number.

3901 EXPORTS TO PANAMA—Compañía de Lefevre, S.A., Parque Lefevre No. 1, Panama, is anxious to get in touch with producers of construction materials such as wood, cement, galvanized iron, construction steel, piping, sanitary installations, construction hardware, etc.

3902 ARGENTINE TRADE—Oswaldo A. Mariani & Cia., calle Sarmientos 487, Buenos Aires, Argentina, can export leather sporting articles, wooden toys, and dolls.

Devo Export S. R. L., calle Tucuman 859, Buenos Aires, Argentina, exports seeds and fodder, wool, hides, rabbit and nutria fur, edible oils, flax oil, bags, gloves, belts, cashmere, textiles, stockings, thread.

3903 PLASTICS FOR CANADA—Geo. L. Edmondson & Associates, Mercantile Bldg., 318 Homer St., Vancouver, B.C., are interested in making contact with a manufacturer of plastic items—tie racks, cigarette cases, canteens, etc.

3904 MACHINERY FOR MEXICO—Grasas y Aceites, S.A., Av. XIV y Calle 31, Guaymas, Sonora, Mexico, want to import machinery for grinding cotton seeds, sesame, or copra.

3905 LUMBER FOR PUERTO RICO—Primitivo Grau, Apartado M-Marina, Mayaguez, Puerto Rico, would like to correspond with lumber exporters and lumber mills.

3906 REPRESENTATION IN ECUADOR—Manuel Villamar M., Rumichaca 1215 y Clemente Ballen No. 730, Guayaquil, Ecuador, wants the exclusive representation in Ecuador of the following products: flour, butter, hardware, groceries, notions, chemicals, textiles, stationery.

3907 EXPORTS TO MEXICO—Licores, S.A., Avenida Revolution Numero 601, Tijuana, B.C., Mexico, distributors of liquors in Mexico, would like to export Scotch and Canadian whiskeys in bond in Government warehouses.

3908 MAGNESIUM PRODUCTS FOR CANADA—Magna-Co, Ltd., 1140 Chestnut Building, 709 Dunsmuir Street, Vancouver, B.C., is anxious to obtain information of firms starting or in production of magnesium products, particularly office equipment, household goods, building materials.

3909 AGENCY IN ECUADOR—Eloy Montenegro Herrera, P.O. Box 435, Guayaquil, Ecuador, wants the agency or representation of the following: textiles, sanitary installations, clothing, electrical equipment, etc.

3910 AGENCY IN BRITISH COLUMBIA—K. Paulsen, 4113 Victory Street, New Westminster, B.C., plans to establish a manufacturer's agency shortly for marine and sawmill machinery, would like to get in touch with appropriate companies.

3911 MEXICAN NOVELTIES—Novedades Tipicas Mexicanas, Armillo Rubalcaba L., Lucerna 40, Mexico, D.F., have for export hand-made cards, showing cloth figures which depict native scenes and costumes.

3912 REPRESENTATION IN CENTRAL AMERICA—Mr. Luis F. Gabuardi of Gabuardi & Company, Managua, Nicaragua, is visiting San Francisco and would like to get in touch with manufacturers for representation in Central America. He may be reached at 301 Melrose Avenue, San Francisco.

3913 REPRESENTATION IN LATIN AMERICA—Joaquin del Rio & Co., 514 So. Union Dr., Los Angeles, would like to get in touch with San Francisco manufacturers of fine ready to wear and fine grade novelties for representation in Latin America. Has original method of presenting merchandise, can supply references.

3914 RELIGIOUS ARTICLES FOR MEXICO—Agencia Ecclesiastica Mexicana, Apartado Num. 134 Bis, Mexico, D.F., manufactures and exports rosaries and religious articles.

3915 REPRESENTATION IN ARGENTINA—Fenzler, Tagliery y Cia. S.R.L., Calle Alsina 1517, Buenos Aires, Argentina, offer to represent American manufacturers of textiles, notions, novelties, etc.

3916 REPRESENTATION IN CENTRAL AMERICA—J. M. Garcia, 1615 W. Catalpa Avenue, Chicago 40, Illinois, for ten years export sales manager for Chicago wholesaler, and former director of Export Managers Club of Chicago, plans to establish new headquarters in Guatemala City. Desires to work as manufacturers' representative, exclusive distributor.

3917 DEHYDRATED BANANAS—Dorion Hermanos y Cia., Sa Antonio y 10a Calle, Guatemala, export dehydrated bananas.

CofC Opposes State Aviation Commission

The San Francisco Chamber of Commerce has gone on record, as recommended by the Bay Area Aviation Committee, in opposition to the creation at this time of any state aviation commission.

● The Bay Area Aviation Committee has recommended and urged the California legislature to refrain from enacting any legislation during its present session to create any state body, paid or non-paid, to govern, control or administer aviation in the State of California.

The Committee instead recommends that such control and administration be left in the hands of already constituted authorities.

Recommendation was made on the basis that aircraft utilizes a universal substance and aviation cannot be limited by state boundaries.

Chamber Activities

● Thursday, April 19

12:00—Commercial Club—Luncheon for Holgar J. Johnson.

12:15-1:15—Room 206—Junior Chamber Speakers Committee.

1:30-2:00—Room 206—Hearing on Bretton Woods Proposals.

● Friday, April 20

9:30—Room 206—Staff Conference.

12:15-1:15—Room 206—Junior Chamber Aeronautics Committee.

3:00-5:00—Room 206—Reber Plan.

● Saturday, April 21

11:00-12:30—Room 206—Special Mining Conference.

● Monday, April 23

11:15-12:00—Room 206—American Red Cross.

12:15-1:15—Room 206—Junior Chamber World Trade Committee.

5:00-6:00—Room 206—Speakers Bureau.

C of C Representative at Supervisors' Meeting

Attending the Board of Supervisors meeting, Monday, April 16, was:

Clifton H. Kroll, member San Francisco Chamber Board.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details, contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6109—A. P. SEGAL, 16 South 4th Street, Minneapolis, Minnesota, would like to act as a manufacturer's agent or distributor in the Northwest territory, including the Twin Cities. Interested in men's or boys' clothing and specialty items.

D-6110—W. M. KRESSE, 420 Pacific Avenue, San Antonio 5, Texas, operator of an advertising agency, is recommending by letter a party of his acquaintance to act as salesmen in Southwest territory for San Francisco manufacturer. Individual is now assistant sales manager of company making and selling attractant specialties, contacting department stores, advertising managers, sales managers, county officials, school superintendents and printers and publishers.

D-6111—ARMS AND STEWART, P.O. Box 175, Palo Alto, California, wants to contact manufacturer of some staple item, as household appliance, mechanical or electronic nature. Can act as exclusive distributors or factory representatives in the eleven western states. Have national selling connections. Offices and facilities for warehousing will be maintained in San Francisco.

D-6112—H. C. WELSHOFER, CHAMBERS CHASER COMPANY, 13-19 West Woodruff, Hazel Park, Michigan, manufacturer of collapsible tap and die head chasers, interested in establishing dealers in all principal cities. Want manufacturers' agents here who have been specializing in cutting tool business.

D-6113—CHARLES J. WILLIMANN, 642 Harper Avenue, Drexel Hill, Penna., is desirous of either establishing or managing an already established branch sales office with headquarters in Philadelphia for sale and distribution of a staple product. Has had extensive experience and acquaintance in the sales and transportation field throughout the New England states.

D-6114—G. M. JACKSON, Willick Company, 1128 Mission Street, South Pasadena, California, interested in securing manufacturers' agent or jobber for their steel needle valves.

Oakland CofC Reveals New Aviation Section

Creation of an Aviation Section in the Industrial Department, with Frank P. Bell as manager, was announced recently by the Oakland Chamber of Commerce.

Announcement was made by Harold D. Weber, general manager of the Oakland Chamber, and the action was recommended as a number one "must" by the Chamber's Aviation Committee headed by John F. Hassler.

● Experience—Bell has had 30 years' experience in the commercial aviation field. During the early 30's, he was an executive of Varney aviation enterprises based at the Bay Airborne in Alameda.

Bell also has been general manager of an Oakland war plant which manufactured parachute devices for the armed forces.



Bay Region Business

PUBLISHED BY THE
SAN FRANCISCO CHAMBER OF COMMERCE

Volume 2

Thursday, April 26, 1945

Number 17

WASHINGTON NOTES

By FRANK E. MARSH
Manager, Washington Office

Number of proclamations, orders, rules and regulations issued April 17 to April 20, 1945 inclusively, as published in the Federal Register:

April 17	113
18	100
19	58
20	40
21	70

Total for week	381
Total for previous five weeks	2162

Total for six weeks	2543
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● **Surplus Property**—Col. Alfred E. Howse has been appointed Administrator of the Surplus Property Board.

Until recently Col. Howse was in San Francisco where he was regional representative of the Army Air Forces in charge of all procurement and production activities in the Northern California region.

● **Importers Committee**—Harold F. Gavigan of B. C. Ireland Co., San Francisco, and G. A. Gumbrecht of Henry W. Peabody & Co., San Francisco, have been appointed members of an over-all Importers' Advisory Committee of the Office of Price Administration.

● What amounts to a California Dried Fruit Industry Advisory Committee has been announced by the OPA in the appointment of 15 processors of dried peaches, apricots, raisins, prunes, pears and figs. Among those appointed are:

- 1 Dwight K. Grady
Rosenberg Bros. & Co.
San Francisco, Calif.
- 2 Charles W. Griffin, Jr.
California Packing Corp.
San Francisco, Calif.
- 3 Lester Lacher, President
Guggenheimer & Co.
San Francisco, Calif.
- 4 J. Uhland, Vice President
Consolidated Packing Co.
San Francisco, Calif.

Courteousness to Visitors Cited as Way of Showing Hospitality

Legislation Outlawing Royalty Payments Is Backed by S. F. C of C

Support of legislation outlawing execution of royalty payments from industry by unions was today approved by the San Francisco Chamber of Commerce.

The Chamber went on record in favor of Senate Bill 754 in principle in a referendum of the Chamber of Commerce of the United States after study and unanimous approval by a special committee appointed by President Henry F. Grady.

Text of the Senate bill is as follows:

"(a) It shall be unlawful for any employer to pay or deliver, or to agree to pay or deliver, any money or other thing of value to any representative of any of his employees who are engaged in commerce or in the production of goods for commerce.

"(b) It shall be unlawful for any representative or agent of any employees who are engaged in commerce or in the production of goods for commerce to demand, receive, or accept, or to agree to receive or accept, from the employer of such employees any money or other thing of value, for the use of such representative or in trust or otherwise."

Bay Area Aviation Committee Representatives Testify at Sacto

Ivar Akselsen, member, Bay Area Aviation Committee, will today testify in opposition to the creation of a State Aviation Commission at a hearing by the Transportation and Commerce committee of the Assembly, in Sacramento.

Kenneth MacDonald, Committee Secretary and Manager, San Francisco Chamber's Aviation Department, will also be present at the hearing.

Mining Men Confer With Senate Officials

Many problems relating to the American mining industry were discussed by various representatives of the San Francisco Chamber's Mining Committee and W. C. Broadgate at a special conference, April 21.

Broadgate is Technical Consultant to the Special Committee

to Study Problems of American Small Business of the U. S. Senate.

Every citizen of San Francisco was today urged to be a good host to delegates and press representatives of the United Nations conference by Henry F. Grady, chairman of the Citizens Committee for the San Francisco Conference, and president of the San Francisco Chamber of Commerce.

"I know that every one of us wants to be hospitable, and some of you would probably ask, 'How?' Grady said.

"There is a two-word sentence, which would answer that question—Be courteous."

Grady pointed out that all the celebrating and entertaining, which the city of San Francisco might provide, would not leave the lasting, fond impression of San Francisco in the minds of our visitors, which chance courtesies, assistance and spontaneous friendliness would.

"Likewise all the efforts of our Citizens Committee will not erase a harm done by discourteous treatment at the hands of one or two of our people.

"We know how to be the best hosts of almost any city in the world. Now is our opportunity to show this to the world!" Grady concluded.

PUBLIC SCHOOL WEEK

San Francisco's Public Schools Week, April 22-27, is now being observed with student forums, demonstrations, and programs.

● Through such conferences as that held in San Francisco, the committee is availing itself of views as to prospective legislation from the viewpoint of practical men in the field

March Industrial Expansions

*By the Chamber's
Industrial Department*

Thirty new factories and 25 plant expansions were reported in northern California during March, 1945, according to the San Francisco Chamber's Industrial Department.

The new plants and expansions represented outlays exceeding \$6,264,700.

● **During March**, 7 new factories in San Francisco were announced with investments of \$1,213,000 to afford 200 additional jobs. San Francisco expansions numbered 9, representing outlays of \$238,000 and 165 additional jobs. The aggregates of new plants and expansions in San Francisco proper were 16, representing \$1,451,000 and creating 365 new jobs.

These figures greatly exceed those for March 1944, when 7 projects were announced representing \$128,000 and 80 jobs.

● Some of the specific developments were as follows:

● **Food Machinery Corporation**, with headquarters in San Jose, acquired a 14-acre site north of Richmond, promising important postwar employment for residents of the Richmond area.

● **Liberty Mill and Cabinet Co.** has leased property on Napoleon Street just east of Jerrold Ave., San Francisco, and will erect new 30,000 sq. ft. planing mill and cabinet plant in the near future.

● **H. J. Heinz Co.**, with district office in Berkeley, started construction of large brick, concrete and steel food processing and canning factory on a 75-acre site bordering Highway 50 at city limits of Tracy. It is reported that this plant will contain 6 acres under roof, and will employ more than 1,000 persons during peak season.

● **War Packaging & Crating Co.** leased the 32,000 sq. ft. plant which was formerly Hammond Aircraft Co., at 2575 Bayshore Blvd., San Francisco. Twenty-six new jobs will immediately be provided by this expansion.

● **The Lincoln Lumber Company**, purchased nine acres of industrial property fronting on 92nd Ave., near G Street, Oakland, for construction of one of the largest lumber yard planing mills on the Pacific Coast. This plant will represent an investment of over \$200,000.

● **Rundell, Inc.**, sheet metal manufacturers in San Jose, announced construction of a 40,000 sq. ft. building at 755 Asbury Street, San Jose, for expansion of their facilities.

S. F. Wartime Harvest Council Stands By to Aid Agriculture

"Bud" Cunningham Leaves Junior CofC for Owl Drug Co. Post

Newton C. Cunningham, for the past year Secretary-Manager of the San Francisco Junior Chamber of Commerce, has been appointed Assistant Advertising and Production Manager for the Owl Drug Company with headquarters in San Francisco.

Cunningham was formerly Assistant Advertising Manager of Ditto, Incorporated, Chicago, and held the same position with the Pure Oil Products Co.

"Bud Cunningham has done a splendid job for the Junior Chamber during the year he has spent as secretary-manager," commented Louis B. Lundborg, general manager, San Francisco Chamber, "and I want to add the best wishes of the San Francisco Chamber to those of the Junior Chamber for his success in his new post."

Tide Water Associated Oil Reports Record Production, 1944

William F. Humphrey, president, Tide Water Associated Oil Company, with headquarters in New York and offices in San Francisco, has reported to the stockholders that for the year 1944, the Company has increased its net crude oil production to 31,166,000 barrels, a daily average of 85,000 barrels, because of the mounting military demands for petroleum products.

This is the highest rate of production in the history of the company and represents a 13 percent increase over 1943.

Diamond Manufacturing Co. Locates Plant Here

J. K. Smit and Sons, Inc., of the United States, Canada and the Netherlands, has opened an office in San Francisco with R. Douglas Zavitz as manager, and recently became a member of the San Francisco Chamber.

● **Industrial diamonds**—The company is one of the world's largest manufacturers of industrial diamond tools and wheels, as well as being one of the largest diamond traders in the United States.

The office in San Francisco will manufacture tools and diamond drill bits, and will handle and service the 13 western states.

Plans have been drafted for recruitment of city workers in the 1945 harvest on a stand-by basis, Edson Abel, chairman, San Francisco Wartime Harvest Council, announced today.

"The Council will stand by to recruit city volunteer workers, both student and adult, in the event that a shortage of agricultural workers might develop this season," Abel explained.

● **At a meeting of the Council Executive Committee**, a program for the recruitment and placement of volunteer workers was prepared, based on the Council's three years of experience in this activity.

● **Northern California farm groups** and agencies are urged to communicate with the Council at the earliest possible date when they find that labor supply shortages are indicated.

"The San Francisco Wartime Harvest Council, the first volunteer movement of its kind in the country to recruit city workers to meet the emergency on farms in neighboring regions, is anxious to serve California agriculture and war effort again this year," Abel declared, "and will stand ready to assist if farmers find that there will be a dearth of agricultural workers for their harvest season."

Western Air Reports Profits and Expansions

William A. Coulter, head of Western Air Lines since 1941, has been re-elected president and chairman of the Board.

● **Western Air Lines report** for 1944 showed a net profit of \$135,827, with an increase in revenue passengers bringing the 1944 total to 147,854 as compared to 69,791 in 1941. Passenger miles flown increased from 22,892,281 in 1941 to 663,073,101.

Increased volume of business and expanded routes and services resulted in almost doubling operating expenses.

● **One of several notable Western Air Lines expansions** during the past year was the inauguration of a new service between Los Angeles and San Francisco.

San Francisco Congratulated

The Assembly of the State of California has congratulated the city of San Francisco, in a special resolution, "upon its magnificent accomplishments and recovery from the greatest disaster that has befallen a western city" on the occasion of the 39th anniversary, April 18, of the great fire.

S. F. Chamber Increases Supply of "Going My Way" Cards

Demand for "Going My Way?" cards used in the Peak Hour "Share-A-Ride" program has risen to such an extent that the San Francisco Chamber of Commerce has had to order several thousand more cards.

● **The purpose** of our campaign is primarily to increase ride-sharing whether "Going My Way?" cards are used or not, explained Don Fazackerley, chairman of the Chamber's Peak Hour "Share-A-Ride" Committee, but the supply of cards at service stations in the city is depleted.

Because requests for cards are continuing to pour in and also because of the fact that the cards simultaneously facilitate and publicize ride-sharing, the Chamber has agreed to make several thousand more cards available to the motorists in San Francisco.

The increased supply of cards will be available in two or three days, Fazackerley said.

● **Motorists** driving to and from work every day or even once or twice a week may pick up these cards for the window of their automobile at the following oil company service stations: Standard of California, Richfield, Shell, Union, Texas, Mohawk, Tide Water Associated, and General Petroleum.

GOING MY WAY?

To

San Francisco Chamber of Commerce "Peak Hour Share-a-Ride Program"

Attention Members:

● **Sales Tax**—A suggestion that retailers contact their representatives at Sacramento on Assembly Bill 1500 has come from Charles E. Gibbs, manager of the Chamber's State Legislative Department at Sacramento.

According to Gibbs, A.B. 1500 would require all retailers to post a bond up to \$10,000 to insure payment of sales tax to the State Board of Equalization.

Groups Participating in S. F. Meet

Invitations have been sent to the following national organizations

This list was released by Edward R. Stettinius, Jr., Secretary of State.

General Federation of Women's Clubs
National Federation of Business and Professional Women's Clubs, Inc.
National League of Women Voters

to designate representatives to serve as consultants to the American Delegation at the United Nations Conference on International Organization in San Francisco, which began April 25:

American Section of the International Chamber of Commerce
Chamber of Commerce of the United States
National Association of Manufacturers
National Foreign Trade Council
American Bar Association
National Lawyers Guild
American Federation of Labor
Congress of Industrial Organizations
Railway Labor Executives Association
American Legion
American Veterans Committee
Disabled American Veterans of the World War
Veterans of Foreign Wars of the United States
American Farm Bureau Federation
Farmers Union
National Council of Farmer Cooperatives
National Grange
American Association of University Women

National Action Committee for Victory and Lasting Peace
American Jewish Conference
American Jewish Committee
Catholic Association for International Peace
Church Peace Union
Federal Council of Churches of Christ of America
National Catholic Welfare Conference
American Association for the United Nations (Commission to Study the Organization of Peace)
Americans United for World Organization, Inc.
Carnegie Endowment for International Peace
Council on Foreign Relations
Foreign Policy Association
National Peace Conference
Klwanis International
Lions International
National Association for the Advancement of Colored People
National Exchange Club
Rotary International
American Council on Education
National Congress of Parents and Teachers
National Education Association

San Rafael Chamber Praised for Entertainment of Servicemen

San Rafael and its Chamber of Commerce were lauded recently as "good neighbors" to Hamilton Field in the Hamilton Field publication, *Plane Patter*.

Special mention was made of Frederick Cairns, secretary of the Chamber, who has been the "prime mover" in establishment of the many service centers and clubs in San Rafael for entertainment of army and navy personnel.

S. F. C of C Gets Notice In NACOS NEWS

In the March issue of *Nacos News*, the national monthly publication of Chamber of Commerce executives, the San Francisco Chamber appears seven times in an eight page issue, in items selected by the editor as examples of outstanding Chamber activities.

New Sec'y, Expanded Program for Stockton C of C Postwar Group

Appointment of James Hammond as secretary of the Postwar Action Committee of the Stockton Chamber of Commerce was announced recently by Russell F. Bjorn, secretary-manager of the Chamber.

According to information received by Louis B. Lundborg, general manager, San Francisco Chamber, from Bjorn, the Postwar Action Committee is embarking on an organized program to bring new industries to the Stockton area and to assist present facilities in expansion and in broadening lines now manufactured or handled.

● **Surveys**—Hammond started his activities last week and started immediately to survey the present and postwar labor market and possibilities for expansion of local industries.

The Stockton Chamber will compile classified trade lists; assemble an information file on new products to manufacture and new foreign and domestic markets; and act as a clearing house for assistance on postwar problems.

Straw Hat Day

The opening of the straw hat season will be launched with Straw Hat Day, May 1, according to D. P. Street, managing director, Retail Merchants Association.

A. B. 1500 and 726

● **Inflammable Material Law**—The Assembly Judiciary Committee has given a "do pass" recommendation to A.B. 726 which will repeal the law enacted in January affecting the sale of synthetic fabrics.

This measure, as amended, includes an urgency clause. It should have immediate action in order to become a law, Gibbs revealed.

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, and refer to the Trade Tip's number.

SPECIAL NOTICE—During the last few weeks the World Trade Department has received numerous letters from liberated areas in Europe and North Africa, as well as from many nations of the Middle East. Letters from Italy, Belgium, France, Tunisia, French Morocco, Greece, India, Iran, Palestine, Lebanon, Turkey, Egypt, and Cyprus all indicate the writers' desire to establish trade relations with the United States, not now, at least for the post-war ground. Space does not permit us to list all the products offered or asked for, but a file of these letters is being kept available at the World Trade Department, and all interested parties are invited to come in and consult them.

3918 MEXICAN BEER—Laroco, S.A. Apartado No. 1501, Mexico, D.F., would like to get in touch with distributors interested in buying beer of Pilsen type.

3919 TRADE WITH COLOMBIA—Mr. Fred W. Pearman, Asst. Manager of Siva and Metales Crown, C.A., Colombia, is planning a visit to this coast in late April or early May. At that time he would like to get in touch with producers of the following: packed food stuffs, California wines, sanitary fixtures, metal building materials, etc. Letters may be addressed to Mr. Pearman, care of World Trade Department.

3920 MEXICAN JEWELRY—Carlos E. Gimbel, Apartado Postal 1946, Mexico, D.F., manufactures Mexican silver jewelry and would like to get in touch with wholesalers.

3921—CUBAN CIGARS—King Business Agency, Santa Teresa 261, Bajos, Habana, Cuba, want to make connections with Cuban cigar importers in the United States.

3922—SWEDISH REPRESENTATION—Thorwald N. Trolle, 181 North Michigan Ave., Chicago, Illinois, formerly a Chicago importer and an importer in Sweden, plans to establish an export-import business between Sweden and the United States as soon as business conditions permit. He is interested principally in food products.

3923 FOOD PRODUCTS FOR ARUBA—Aruba Bank, Aruba, N.W.I., are anxious to make agency arrangements with packers of meat, vegetables, and fruits, who export their canned goods and are not yet represented in the Aruba market.

3924 ARGENTINE ANIMAL BY-PRODUCTS—Rosa Tarris de Poput y Cia., Louis Saenz Pena 651, Buenos Aires, Argentina, would like to have a representative in California for the sale of lacquer, ground, and animal by-products. They also export the following: sheep wool, hides, furs, pig skins, reptile and crocodile skins, alcoholic beverages, etc. Complete list at World Trade Department.

3925 REPRESENTATION IN AUSTRALIA AND NEW ZEALAND—R. W. Mullis & Co., 545 George Street, Sydney, Australia, are interested in obtaining the exclusive representation for manufacturers of cosmetics, toiletries, fancy goods, plastics, ceramics, etc. Company has own factory and can manufacture cosmetic or toilet products under license.

3926 GROCERIES FOR SAN SALVADOR—Mena, Araujo & Cia., Apartado 94, San Salvador, El Salvador, would like to get in touch with exporters of groceries.

3927 REPRESENTATION IN ARGENTINA—Longo y Renieri, I.F.A.N. Soc. Comercial e Industrial, Olavaria 212, Buenos Aires, Argentina, is interested in representing the manufacturers of the following: electrodes and soldering equipment, asbestos, gaskets, chains, rope, steel wire, picks and shovels, paints, steel tubes.

3928 MEXICAN MARKET ANALYSIS—Burswell-Han, Morales, Palma No. 505, Despatch 466, Mexico, D.F., offer complete market analysis for the republic of Mexico, will furnish information as to competition, production, demand, freight rates, public selling rates, etc. They also obtain contracts for importing and exporting products and materials to and from the United States.

3929 REPRESENTATION IN SAN SALVADOR—Jose Maria Caballero, 9a. Avenida Norte No. 2, Santa Ana, El Salvador, want to represent manufacturers of the following: hardware, glassware, textiles, leathers, chemicals, canned foods, plastic jewelry, novelties, hosiery, paper, thread, etc.

Universal Broadcasting Co. Formed to Operate S. F. - L. A. Network

Formation of Universal Broadcasting Company (UBC) was announced recently by Wesley L. Dumm, president, to develop a network between San Francisco and Los Angeles.

The new network is being formed with KSFO as the San Francisco outlet, and KPAS as the Los Angeles outlet, according to Wilton L. Gunzendorfer, manager, UBC and KSFO in San Francisco.

● The new network will provide a substantial allocation of time to public service programs and the company policy is to unite closely the two metropolitan areas of the Pacific Coast in postwar developments.

Dumm is president, Associated Broadcasters, Inc. in San Francisco, and Pacific Coast Broadcasting Company in Los Angeles.

7th War Loan Drive

The Retail Merchants Association, in cooperation with the Treasury Department, is preparing now for the opening of the Seventh War Loan Drive, May 14, which will open with a "swearing in" ceremony at Union Square, according to D. P. Street, Managing Director.

C of C Representative at Supervisors' Meeting

Attending the Board of Supervisors meeting, Monday, April 23, was:

Alfred J. Lynch, member San Francisco Chamber Board.

Attention Secretary—of the Member Addressed Below

Does your boss get this bulletin? Or do you file it in the waste paper basket or elsewhere without first circulating it to him?

The San Francisco Chamber of Commerce has condensed reports of all its activities and information to members into this brief,

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details, contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6115—MR. CHARLES R. FRAZIER, JR., QUINN CO. LTD., 498 So. Beretania St., Honolulu 10, T. H., wants to act as Honolulu representative for local manufacturers of housewares, gifts, and novelties. May be contacted at Manx Hotel during approximate period May 13-June 3.

D-6116—W. M. BECK, MANUFACTURERS' PRODUCTS CO., 150 W. Fowler St., Milwaukee, 3, Wisconsin, interested in state wide distributors who have contacts with all large and small industrial plants for their product, "Lindsay Clamp" developed to prevent light socket breakage.

Chamber Activities

● Thursday, April 26

10:30-12:00—Room 206—Municipal Conference
12:00—Commercial Club—Board of Directors
12:15-1:15—Room 206—Junior Chamber Speakers Bureau

● Friday, April 27

12:15-1:15—Room 206—Junior Chamber Aeronautics Committee
12:15—Commercial Club—Inter-American Trade Committee
1:30-4:30—Room 207—Veterans Coordinating Council

● Monday, April 30

12:15—Commercial Club—Iron and Steel Section
12:15-1:15—Room 206—Junior Chamber World Trade Committee
5:00-6:00—Room 206—Speakers Bureau

● Tuesday, May 1

10:30-12:00—Room 207—Program Committee, (CANCOCOE) Central and Northern California-Chamber of Commerce Executives
12:15—Commercial Club—CANCOCOE

● Wednesday, May 2

5:30—Room 207—Junior Chamber Public Health

BAY AREA PROSPECTS

"San Francisco Bay Area Industrial Prospects" is the subject of an address delivered last night before the San Francisco Chapter of the American Society for Safety Engineers by G. L. Fox, Manager of the San Francisco Chamber's Industrial Department.

concise four-page publication.

● You want your boss to be informed on business matters, both overall and those applying directly to his business.

● We want him to know that the investment he puts into this Chamber of Commerce is productive of results. Thank you!



Bay Region Business

PUBLISHED BY THE
SAN FRANCISCO CHAMBER OF COMMERCE

Volume 2

Thursday, May 3, 1945

Number 18

Thumb Nail Sketch: by the Research Department

General business activity in San Francisco during March rose abruptly from the seasonal low in February into new high ground for March, with new monthly highs occurring in several fields.

Our March activity index at 218.1, the highest for any March on record and surpassed only by December last year, was up 16.6 per cent over February and 14.1 per cent over last March, carrying the first quarter average 11.2 per cent above a year ago.

● **March bank debits** in San Francisco established a new all-time monthly high of \$1,980,846,000, as did real estate sales with a total of \$17,247,045, while department store sales were the highest for any March on record, and were exceeded only in one other month, December 1944.

● **San Francisco Airport** traffic during the month of March also rose to new all-time monthly highs with planes in and out totaling 2,424, passengers on and off 29,419, and air mail loaded 2,960,797 pounds.

● **Bay Area cumulative war contracts** and project orders reported by the War Production Board through February amounting to \$5,271,351,000 were \$33,659,000 over the Board's previous release.

Total supply contracts through February amounted to \$3,611,589,000 of which \$2,822,291,000 were for ships. Facility contracts through December (latest) amounted to \$795,064,000, with industrial accounting for \$401,699,000, and military \$393,365,000.

● **Employment**—Reports from the manufacturing industries in the San Francisco-Oakland Industrial Area revealed 213,900 employees in March compared to 229,000 in February, and 259,600 in March last year. This drop occurred mostly within the durable industries where shipbuilding is a large contributing factor.

Employment in the non-durable industries was actually up 4,800 over March last year. Manufacturing industries' quarter reports reveal a decrease in employment of 10.7 per cent and in payrolls 10.1 per cent. Average weekly earnings during March amounted to \$59.79; average hourly earnings, \$1.334; and average hours worked per week, 44.8.

● **Non-manufacturing industries'** first quarter payrolls in the laundry, cleaning and dyeing group were up 9.9 per cent, wholesale trade 6.7 per cent, retail trade 7.2 per cent, and hotels 14.8 per cent above last year.

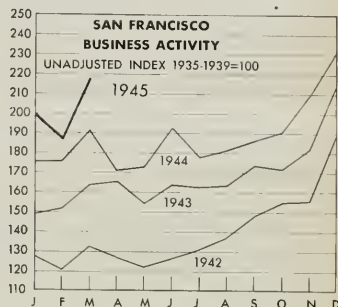
● **Financial transactions** in the Bay Area during March measured by bank debits amounted to \$2,515,463,000 and were up \$337,777,000, or 15.5 per cent over March a year ago. The first quarter total of \$6,777,499,000 was up 7.7 per cent.

● **Freight car movements** in the San Francisco-Oakland switching limits during March totaling 73,111 were up 6.7 per cent over last March and carried the first quarter to 206,779, or 7.1 per cent over the same period last year.

● **March department store sales** in San Francisco, influenced some by the early Easter, established a new all-time high for that month and were up 22 per cent over last March.

Bay Area department store sales were up 22 per cent; Central Valley sales rose 19 per cent; Los Angeles area 17 per cent; and San Diego 15 per cent. Sales in the Twelfth District were up 19 per cent. First quarter sales in these several areas followed a similar pattern.

● **Independent retail store sales** in California, reported by the Bureau of the Census, for the two months of 1945 revealed sales in



San Francisco were up 16 per cent over last year.

Long Beach topped the groups with 23 per cent, and San Diego was at the bottom with 10 per cent. Sales in Oakland were up 14 per cent; in Berkeley 17 per cent; San Jose 11 per cent; and Santa Rosa 23 per cent.

● **Among the 332 independent stores** in San Francisco reporting retail sales for the two months' period of 1945 compared to the same period in 1944 were 101 food stores up 8 per cent, 27 drug stores up 13 per cent, 64 apparel stores up 29 per cent, 8 motor vehicle dealers up 12 per cent, 14 furniture stores up 10 per cent, 18 hardware stores up 38 per cent, 7 filling stations down 9 per cent, and 5 jewelry stores down 11 per cent.

● **Wholesale trade** reports from the Bureau of the Census based on dollar volume for the first two months of 1945 revealed the Pacific Coast group led all nine regional groups in the nation with an increase of 11 per cent compared to an average of 5 per cent for the nation.

The automotive supply group was up 27 per cent; leather and shoe findings 23 per cent; beer 21 per cent; groceries and foods 17 per cent; and industrial supplies 14 per cent. Inventories at the end of February were up 1 per cent over last February on the Pacific Coast compared to a drop of 4 per cent in the nation.

● **Construction**—Among the 126 urban areas in the nation for which building construction is reported by the U. S. Department of Labor, for the two months' period of this year San Francisco was surpassed only by New York and Detroit.

Out of \$3,665,000 of building construction in San Francisco, \$2,327,000 was classified as federal for this period.

S. F. C of C Participates in United Nations Meet Arrangements

The San Francisco Chamber of Commerce has donated staff time and facilities as well as the leadership of its president, Henry F. Grady, to assisting on arrangements for the United Nations Conference in San Francisco.

• **President Grady** is chairman of the San Francisco Committee on the United Nations Conference, appointed by Mayor Lapham.

"Stay On the Job" is Slogan of S. F. Firms for V-E Day—Grady

"Stay on the Job until final victory has been won!"

That slogan will become more important than ever on the day when the European war comes to an end, according to a declaration by Henry F. Grady, president of the San Francisco Chamber of Commerce.

• **Symbolic** of the trend in San Francisco to adopt this "Stay on the Job" slogan, Grady said, is a decision by retail store groups to keep their doors open on V-E Day.

"With recurring rumor of Germany's surrender, we are receiving inquiries as to plans for closing or opening of stores, offices, and business establishments.

"In a recent check up of industry, retailers, and general business here, we have found a definite tendency to establish a policy to remain open as usual until the day of complete and final victory," Grady stated.

This statement is in line with policies already agreed upon by the Retail Dry-goods Association and the Retail Merchants Association of the San Francisco Chamber.

Bill on Intrastate Air Commerce Introduced

A.B. 2188, which would give the Railroad Commission authority over intrastate air commerce in California, has been introduced by Assemblyman Harrison W. Call and referred to the Assembly Committee on Public Utilities and Corporations.

The Bay Area Aviation Committee and the San Francisco Chamber Board of Directors have gone on record as opposed to control of aviation by state agencies in a resolution which urges that such control be left in the hands of already constituted Federal aviation regulatory bodies.

Chamber Executives Meet

Frank E. Marsh, manager, Washington Office of the San Francisco Chamber, and J. Roger Deas, president, California State Junior Chamber of Commerce, were guest speakers at a meeting of the Central and Northern California Chamber of Commerce Executives (CANCCOCE), Tuesday, May 1.

• **Will Williams**, manager, Publicity Department, is directing the press bureau for the committee, and Eleanor Larsen, his assistant, is assisting him in the administrative detail of the bureau's operation.

Williams is also a member of the Press and Radio Hospitality sub-committee, and has assisted in the preparation of kits of literature contributed by the Mayor's office, Californians Inc., Chamber, Convention and Tourist Bureau, Pacific Rural Press and Redwood Empire Association, for visiting delegates and members of the press.

• **Frank Marsh**, manager of the Washington Office, has worked from the outset with State Department Officials in the Nation's Capital, prior to his coming to San Francisco, on a multitude of problems involved in relationships with the community. Since his arrival, he has been carrying on these activities and has been working with the Office of Price Administration and other federal agencies in the interests of adequate handling of the conference.

• **Harold Mills**, manager, Public Relations Department, acting as personal assistant to President Grady in connection with the San Francisco Committee, and serves as liaison between the National Committee, Chamber members, and the general public.

• **D. P. Street**, Managing Director, Retail Merchants Association, is a member of the sub-committees on Housing and on Press and Radio Hospitality. He has had a major responsibility in advising Retail Merchants Association and press on Government policy on store front and window decorations. In addition, when the United Nations committee shopping service was set up, Street was called upon as adviser in establishment and operation of the service.

• **R. B. Koerber**, manager, Research Department, prepared two basic information pieces—Conference souvenir edition of the City Map, for delegates and press, and a release of the Chamber's Economic Survey, which was furnished to all press representatives to be used as background for stories.

• **Neighbors**—C. P. Tanner, manager, Domestic Trade Department, worked with John Fickett, chairman of the Agricultural Committee, on arrangements for visits to neighboring communities and agricultural areas and distribution of literature and gift packages of local products from these communities.

• **Eleanor Brady** of the Research Department, has been a member of the teaching faculty, instructing the crews who man the several information booths around the city.

• **Marie Hogan**, Chamber Secretary, was called upon in the initial stages of conference arrangements to prepare lists of organizations and individuals as initial points of contact for the conference staff.

Postwar Australia—Topic of Junior C of C Lunch, April 14

Mrs. Jessie M. Street, Australian Delegate, United Nations Conference, will speak on "Australia in the Post-war World" at a luncheon in the Commercial Club Monday, May 14, sponsored by the San Francisco Junior Chamber of Commerce and the Club.

This is the second of two meetings, presented by the Junior Chamber World Trade Committee, on Australia.

Ingold at San Leandro

Ernest Ingold, former president, San Francisco Chamber, spoke in San Leandro, Tuesday, April 24, before a city-wide meeting sponsored by the Kiwanis Club on the "San Francisco Conference and the Future."

FOREIGN TRADE IPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, and refer to the Trade Tip's number.

SPECIAL NOTICE—During the last few weeks the World Trade Department has received numerous letters from liberators of Europe and North Africa, as well as from many nations of the Middle East. Letters from Italy, Belgium, France, Tunisia, French Morocco, Greece, India, Iran, Palestine, Lebanon, Turkey, Egypt, and Cyprus all indicate the writers desire to establish trade relations with the United States, if not now, at least for the postwar period. Space does not permit us to list all the products offered or asked for, but a file of these letters is being kept available at the World Trade Department, and all interested parties are invited to come in and consult them.

3930 MEXICAN MANUFACTURES—Contex S.A., Ensenada No. 16-9, Mexico, D.F., are manufacturers of leather goods, specializing in ladies' handbags, wrist watch straps and powder compacts. Would like to get in touch with American importers.

3931 REPRESENTATION FOR BRAZIL—Sociedade Brasil-Holanda de Comercio Ltda., Rua da Quitanda 185, Rio de Janeiro, Brazil, are interested in appointing an agent in San Francisco for the sale of Brazilian timber and coffee.

3932 SHARK-LIVER OIL—Establecimientos Quimico-Industriales SAZ S.R.L., Av. Luro 7712, Mar del Plata, Provincia de Buenos Aires, Argentina, would like to export shark-liver oil.

3933 PERUVIAN SILVER—Fernando Arreque A. C., Calle 1866, Lima, Peru, has for export the following: silver dishes, trays, bracelets, household articles, etc.

3934 REPRESENTATION IN PERU—Antonio Mires Grones, Baquijano 733, Lima, Peru, is anxious to represent manufacturers of raw materials for wines and alcohols, such as: activated charcoal, bisulfite of sodium and potassium, iron-cyanide of potassium, citric and tartaric acids, etc.

3935 TRADE WITH PORTUGAL—A. Vieira de Andrade, Rua Heliodoro Salgado, 46-2°, Lisbon, Portugal, would like to represent American manufacturers and exporters.

3936 CUBAN LIQUORS—Isidoro Jaureguizar, Apartado 143, Habana, Cuba, distills and manufactures liquors, such as: activated charcoal, bisulfite of sodium, White rum, Cuban dry gin. Quotations and particulars at World Trade Department.

3937 REPRESENTATION IN BRAZIL—Comercio e Representações Internacionais Ltda., P.O. Box 738, Pernambuco, Brazil, seek the representation of American manufacturers in northern Brazil.

3938 GROCERIES FOR ECUADOR—Sr. Ernesto E. Zevallos Jijon, P.O. Box 1348, Guayaquil, Ecuador, is interested in obtaining a representation for a line of groceries, including Chile pepper, cloves, cinnamon, marjoram, cardines, salmon, preserves, etc.

3939 EXPORTS TO CHILE—Bacodin Ltda., Casilla 1972, Santiago de Chile, Chile, are importers and representatives whose principal lines are manufactured rubber articles, electrical supplies and machinery, textiles. Full particulars and references at World Trade Department.

BUSINESS SERVICE FOR CENTRAL AMERICA—Eduardo Roberto Sosa, 9a Calle Oriente 27, Guatemala, C.A., offer the following services: economic and investment studies; technical, economic, financial or commercial representation of firms. For further details, phone World Trade Department.

3941 TRADE WITH URUGUAY AND ARGENTINA—Westamer Trading Company Ltd., palacio Braceras, Itzaingui 1467, Montevideo, Uruguay, represent manufacturers, import and export all classes of merchandise, with agencies in all South and Central American Republics.

SPECIAL NOTICE—The Williams Cutlery Co., 564 Market Street, San Francisco 4, would like to get in touch with exporters interested in the purchase of cutlery for export to Latin America.

POSTWAR SAN FRANCISCO

"The Master Plan of San Francisco," now on display in the San Francisco Chamber of Commerce official window donated by the International Business Machines Corporation at Battery and Bush streets, is the second in a series of exhibits presented by the San Francisco Planning Commission.

A Look Into the Conference

Commander

Harold E. Stassen (USNR)

U. S. DELEGATE, United Nations Conference on International Organization

Will Be Luncheon Speaker at the Commercial Club

Thursday, May 17, 1945

and will comment on the purpose and progress
of the United Nations Conference

**Tables are not reserved, but tickets must be purchased in advance. Members will be taken care of to the limit of capacity, but it will be to your advantage to make reservations early before ticket sales are opened to the general public.*

Sponsored by

San Francisco Chamber of Commerce
San Francisco Commercial Club

SAN FRANCISCO CHAMBER OF COMMERCE
33 Pine Street, San Francisco 4, California

Please reserve.....place(s) for me at \$1.50 each at
luncheon honoring Harold E. Stassen (USNR), Thursday, May 17,
1945, in the San Francisco Commercial Club, at 12 noon.
(Kindly enclose self-addressed envelope for forwarding tickets.)

Name ..

Firm ..

Address ..

CHECK *
ENCLOSED

*At Luncheon in

**The San Francisco
Commercial Club**

*Thursday Noon
May 17, 1945*

Price \$1.50 per plate
{ \$1.46 plus 4c tax }

SURVEY of BUSINESS CONDITIONS IN SAN FRANCISCO

BRANCH OF ACTIVITY	MARCH 1945	MARCH 1944	PER CENT CHANGE	1945 3 MONTHS	1944 3 MONTHS	PER CENT CHANGE
GENERAL BUSINESS ACTIVITY San Francisco C of C Index 1935-39 Avg.—100.	218.1	191.2	14.1	201.3	181	11.2
CONSTRUCTION PERMITS						
Total..... (number)	496	426	16.4	1,189	1,133	4.9
Residential, New..... (value)	1,334,705	3,690,900	-63.8	2,721,453	5,517,052	-50.7
Single-Family Dwellings, New..... (number)	153	173	-11.6	329	329	38.4
Non-Residential, New..... (value)	753,000	3,318,900	-77.3	1,582,500	4,456,600	-64.5
Additions, Alterations and Repairs..... (number)	92	171	-46.2	195	527	-63.0
Installations..... (value)	331,000	584,900	-43.4	695,500	1,722,600	-59.6
Real Estate..... (number)	7	16	-56.2	22	23	-4.3
Sales..... (value)	334,450	9,590	3,387.5	427,235	68,915	519.9
Mortgages and Deeds of Trust..... (number)	230	180	27.8	552	422	30.8
Releases..... (value)	220,300	350,685	-37.2	636,837	962,017	-33.7
Installations..... (number)	106	67	58.2	289	150	81.8
Real Estate..... (value)	26,950	11,725	129.9	74,876	29,520	153.6
REAL ESTATE						
Sales..... (number)	1,613	1,186	36.0	3,966	3,133	26.6
Mortgages and Deeds of Trust..... (value)	17,247,045	11,784,308	46.4	43,226,589	29,012,240	49.0
Releases..... (number)	1,523	1,249	21.9	3,464	3,182	8.9
Releases..... (amount)	9,604,394	8,257,376	16.3	22,398,187	22,576,360	0.8
Releases..... (number)	1,526	1,258	21.3	3,879	3,636	6.6
Releases..... (amount)	9,420,867	6,864,703	37.2	22,565,283	24,950,437	-9.6
RETAIL DEPARTMENT STORE SALES						
..... (index)	210	176	19.3	193	156	23.7
FINANCE						
Bank Debits..... (\$000)	1,980,846	1,710,956	15.8	5,237,443	4,855,192	7.9
Bank Clearings..... (\$000)	1,396,821	1,230,747	13.5	3,876,884	3,525,119	10.0
Postal Receipts..... (\$)	3,134,784	3,607,180	-12.1	15,252,721	8,701,097	75.3
San Francisco Stock Exchange..... (no. shares traded)	705,029	585,143	20.5	2,096,821	1,582,995	32.5
San Francisco Stock Exchange..... (market value)	14,178,131	9,255,867	53.2	42,287,337	23,443,745	80.4
COMMERCIAL FAILURES						
Liabilities..... (\$)	1,879	0	.....	75,923	52,007	46.0
Assets..... (\$)	190	0	.....	435	6,184	-92.7
EMPLOYMENT & PAYROLLS—Bay Area (5 Co.'s) (a)						
Employment..... (index)	254.7	309.5	-17.7	282.0	315.9	-10.7
Payrolls..... (index)	486.9	591.1	-17.6	538.7	599.3	-10.1
NON-MFG. INDUSTRIES (5 Co.'s) (a)						
Laundering, Cleaning, Dyeing..... (payroll)	164.6	151.9	8.4	165.8	150.8	9.9
Wholesale Trade..... (payroll)	150.9	141.7	6.5	148.4	139.1	6.7
Retail Trade..... (payroll)	139.2	127.2	9.4	137.6	128.3	7.2
Hotels..... (payroll)	206.8	175.7	17.7	198.8	173.2	14.8
PLACEMENTS IN SAN FRANCISCO—U. S. E. S.						
Industrial Placements..... (number)	12,918	10,144	27.3	37,398	32,679	14.4
Commercial Placements..... (number)	11,815	8,987	31.5	33,955	29,914	13.5
Placements..... (number)	1,103	1,157	4.7	3,443	3,312	4.0
TRANSPORTATION						
Freight Car Movements..... (number)	31,735	32,754	-3.1	90,516	91,823	-1.4
San Francisco Airport Traffic..... (no. planes)	2,424	1,426	70.0	6,773	4,101	65.2
Express Shipments—Rail..... (no. passengers)	29,419	15,288	92.4	82,342	44,622	84.5
Express Shipments—Air..... (number)	367,637	308,628	19.1	1,007,885	844,485	19.3
Air Mail Loaded..... (number)	11,947	7,876	51.7	30,284	22,366	35.4
Air Mail Loaded..... (pounds)	2,960,797	666,604	344.2	6,586,468	1,776,081	270.8
UTILITIES AND NEW DEVELOPMENTS						
Electric Energy Sales Index..... (k.w.hrs.)	192.0	169.2	13.5	190	176	13.1
Industrial and Commercial Gas Sales..... (cu.ft.)	1,098,296,600	842,157,900	30.4	3,341,577,700	2,319,833,400	44.0
Water Consumers..... (number)	129	70	84.3	225	557	25.7
Tourist and Settler Inquiries..... (number)	129	70	84.3	225	557	25.7
DAIRY RECEIPTS, FRUITS AND VEGETABLES						
Butter..... (pounds)	5,033,197	3,393,348	48.3	12,338,512	7,030,828	75.5
Cheese..... (pounds)	1,137,773	565,396	101.3	3,600,670	2,625,776	37.1
Eggs..... (cases)	118,329	155,548	-23.9	377,523	409,563	-7.8
Poultry, Dressed..... (pounds)	687,272	1,109,284	-38.0	5,044,797	6,811,889	-25.9
Fruits & Vegetables..... (carlots)	1,675	1,833	-9.6	4,979	5,184	-4.0
LIVESTOCK SLAUGHTER (b)						
Cattle..... (total number)	198,904	193,389	2.9	536,991	558,244	-3.8
Calves..... (number)	44,852	32,155	39.5	126,057	93,863	34.3
Sheep and Lambs..... (number)	10,005	6,792	47.3	20,613	15,606	32.1
Hogs..... (number)	112,555	80,554	39.7	291,190	242,058	20.3
S. F. LIVING COSTS 1935-39 Avg.—100						
Food..... (index)	31,492	73,858	-57.4	99,130	206,717	-52.0
Clothing..... (index)	(d)	142.2	(d)	(d)	142.5	(d)
Rent..... (index)	(d)	134.9	(d)	(d)	133.7	(d)
Fuel, Electricity & Ice (c)..... (index)	(d)	106.2	(d)	(d)	106.1	(d)
House Furnishing Goods..... (index)	(d)	92.6	(d)	(d)	92.4	(d)
Miscellaneous..... (index)	(d)	120.9	(d)	(d)	120.9	(d)
All Items..... (index)	(d)	127.4	(d)	(d)	126.1	(d)
	(d)	127.4	(d)	(d)	127.3	(d)

(a) These data are based on reports submitted to the Division of Labor Statistics and Law Enforcement, State of California.

(b) Federal Inspection—San Francisco District.

(c) Gas costs have declined since 1925 and electricity costs since 1921.

Acknowledgment is hereby made to Thomas Magee & Sons, Dun & Bradstreet, Inc., local utilities, private organizations, Federal Reserve Bank of San Francisco, California State Departments of Industrial Relations, Agriculture, and Employment, and the United States Departments of Labor, Agriculture, and Commerce, and the United States Bureau of the Census, for the basic data each contributed toward this survey compiled by the Research Department, San Francisco Chamber of Commerce.

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C of C Representative at Supervisors' Meeting

Attending the Board of Supervisors meeting, Monday, April 30, was:

P. Tremain Loud, member San Francisco Chamber Board.



Bay Region Business

PUBLISHED BY THE
SAN FRANCISCO CHAMBER OF COMMERCE

Volume 2

Thursday, May 10, 1945

Number 19

Stassen Luncheon on May 17 - Is Sell-Out

Repeal of 3% Freight Tax Recommended to Congress by Chamber

Despite the absence of any bill before Congress to repeal the 3% Federal Transportation Tax on freight, the Chamber has again recommended such action to Chairman Doughton of the House Ways & Means Committee.

The Tax is particularly handicapping to Western farm and factory products, since they are subject to a long haul to Eastern markets and the tax is based upon a percentage of transportation costs.

• Additionally, the tax has become exceedingly troublesome in recent years because much transportation previously considered intrastate is now ruled to be part of interstate movement to which this tax applies.

Dinner Held in Sacramento for S. F. and San Mateo Delegates

San Francisco and San Mateo delegates to the State Legislature were entertained at the annual dinner tendered by the San Francisco Chamber of Commerce in Sacramento this year, on Wednesday, May 2.

The dinner was held at the Senator Hotel in Sacramento, and Sacramento representatives of San Francisco papers, along with Frank E. Marsh, Kenneth MacDonald, and Charles Gibbs of the San Francisco Chamber of Commerce were present.

Marsh Returns to Washington

Frank E. Marsh, manager, Washington Office, San Francisco Chamber, left San Francisco Saturday, May 5, to resume his activities in Washington, D. C.

S. F. "Good Neighbors" Leave for Tour of Cities In Utah and Idaho

A delegation from the Domestic Trade Committee of the San Francisco Chamber of Commerce will leave San Francisco for a "Good Neighbor" tour of some seven cities in Idaho and Utah on Saturday, May 12.

The delegation plans to visit Salt Lake City, Provo and Ogden, Utah, and Idaho Falls, Pocatello, Twin Falls and Boise, Idaho, between May 12 and 23.

• Purpose of the visit to these western cities is to discuss informally with chambers of commerce ways and means in which the Domestic Trade Committee and the Chamber can co-operate in working out problems and assisting in the development of this region.

• The delegation will consist of Ronald E. Kaehler, president, San Francisco Stock Exchange; Frank E. Bodine, manager, San Francisco Division of Westinghouse Electric & Manufacturing Company; and C. P. Tanner, manager, Chamber's Domestic Trade Department and secretary of the Domestic Trade Committee.

Special Market Digest Published During Meet

Market Digest, the news sheet of the Western Merchandise Mart in San Francisco, published fortnightly to give retail store buyers information on home furnishing items available, is stepped up to a weekly mailing during the United Nations Conference on International Organization, according to Frank K. Runyan, Mart president.

Within several days after the announcement was carried in *Bay Region Business* that Commander Harold E. Stassen would speak to the Chamber and Commercial Club members on May 17, requests for tickets had reached a capacity limit.

"In accordance with existing policy members were taken care of in the order that requests for tickets were received," Louis B. Lundborg explained today, "and to our very great regret, it was impossible to accommodate many members who had indicated their desire to attend the luncheon for Commander Stassen."

• Commander Stassen, as United States delegate, plans to speak on the purposes and progress of the United Nations Conference on International Organization.

Former governor of Minnesota, first elected in 1938, Commander Stassen was the youngest governor in the history of the state of Minnesota, and currently the youngest in the United States. He was elected governor for three terms consecutively, but resigned during his third term to enter the U. S. Navy.

Foreign Minister of Chile Sends Message

"The present task is not to create but to restore commercial interchange between Chile and California."

This was a statement from the Minister of Foreign Affairs of Chile, Don Joaquin Fernandez y Fernandez, to the Foreign Trade Association of the San Francisco Chamber of Commerce, as imparted to the association Monday, May 7, by Honorable Carlos Davila, former Chilean president and former ambassador to the United States.

"California and the Western States will come forth out of this war as a new industrial empire . . . Latin America appears as the safest markets for the tremendous excess of industrial production developed in the Western States during the years of the war."

"But, of course, the main responsibility remains in the hands of industrialists and businessmen. And in, as in all interamerican economies, we should avoid duplication of production, trying to make it as far as possible complementary between all our countries."

• Proposing the planning of an Interamerican Joint Economic Committee of the Pacific and asking that the Foreign Trade Association explore the possibilities of such a committee, the Foreign Affairs Minister concluded. "Now here shall we need a new, a more vigorous leadership in this field than on the Pacific."

NEW ASSOCIATION!

Western Merchandise Exhibitors



FRANK
K.
RUNYAN

Plans to organize an association, Western Merchandise Exhibitors, have been completed by the Domestic Trade Committee of the San Francisco Chamber of Commerce and approved last week by the Chamber's Board of Directors.

● **Frank K. Runyan, chairman**—An executive committee has been appointed by Carl J. Eastman, Domestic Trade Committee chairman, as a sub-committee of the Domestic Trade Committee under chairmanship of Frank K. Runyan, president, Western Merchandise Mart, to frame policies under which the association will conduct the San Francisco semi-annual consolidated markets.

"The new association will be composed of exhibitors of the five principal divisions of the San Francisco market," Runyan explained, in outlining the plans to the Board.

"The principal objective of our committee is to increase San Francisco's prestige as a market center serving the eleven western states, and in the opinion of our committee it is not too early to formulate plans for a united Western States market in San Francisco."

Runyan explained that in past years it has been the custom for each of the five principal divisions of the over-all market to hold their semi-annual market events independently. Under the new plan, all of these markets will be held concurrently and in only two locations: the Merchandise Mart and the Civic Auditorium.

● It was noted that the plan cannot be made effective until such time as the Office of Defense Transportation will remove its temporary restriction on the holding of centralized markets.

"However, it is a well-established fact that the broader the lines shown in a market event, the greater will be the number of buyers," Runyan concluded. "To date, no other city has attempted to organize a consolidated market such as our committee is planning."

Although the Special Market Committee of the Domestic Trade Committee will formulate the policies under which the Western Merchandise Exhibitors shall conduct the consolidated market events, the association will carry out the physical aspects of the market events on a self-sustaining basis.

Bretton Woods, in Principle, and Doughton Bill Supported by CofC

Endorsement of the Bretton Woods Agreement, in principle and with certain amendments, and the Doughton bill, H.R. 2652, an act to extend the authority of the President under section 350 of the Tariff Act of 1930, was approved by the San Francisco Chamber of Commerce Board of Directors, at its regular meeting, last Thursday, May 3.

In announcing the Chamber's action, President Henry F. Grady said, "The action of the San Francisco Chamber of Commerce in supporting legislation aimed to stabilize currencies and expand international trade gives evidence of the Chamber's realization that the United Nations organization to be set up here in San Francisco cannot succeed unless its foundations rest on world economic co-operation."

● **Bretton Woods**—Specifically, on recommendation by its Foreign Trade Committee after careful study and a public hearing, the Board voted to support, in principle, the Bretton Woods plan for an International Monetary Fund and an International Bank for Reconstruction, amended to provide changes recommended by the Committee for Economic Development.

● **Reciprocal Trade**—At the same time, on recommendation of both the Foreign Trade Committee and Foreign Trade Association of the Chamber, the Board endorsed the Doughton Bill, following its long-standing policy of supporting the reciprocal trade agreements program.

"The house built at San Francisco," Grady added, "will be a frail structure lacking firm foundations unless business builds with care the essential framework on which postwar prosperity will depend. Part of this framework is the far-sighted legislative program envisioned in these two measures supported by our Board. The Chamber wants not only to support fully the United Nations Conference on International Organization, but any legislative enactment necessary to make it succeed."

● **Copies of the full recommendations**, citing the C.E.D. amendments on the Bretton Woods Agreement, may be obtained at the Chamber offices, 333 Pine Street.

Iron and Steel Section Objectives Praised in Nat'l Trade Magazine

The San Francisco Chamber's Iron and Steel Committee statement of objectives for retention of an integrated western steel industry was featured in the April 12 edition of *Iron Age*.

In the West Coast section, Osgood Murdock, Pacific Coast representative, stated, "Approved by the Chamber's Board of Directors, the (Iron and Steel) committee has aimed at drawing up a down-to-earth, feet-on-the-ground, five-point program covering employment, resources, market, prices and freight rates, and disposal of government plants."

Analyzing membership and policies of the Iron and Steel Section in connection with freight rates, Murdock said, "Membership on the steel section includes producers and fabricators, both eastern and western. Opinions on any given subject will range from one extreme to the other, but the middling attitude of members seems to reflect an agreement with the historical rather than the hysterical method of determining freight rates."

"Despite the admitted divergence of interests on the entire subject," the article concludes, "the committee is the first one known to have reduced the individual problems to a form where they may be separately attacked and transformed from the realm of wishful thinking to terms of what is industrially possible."

Richmond Chamber Appoints Pere Woodcock to Industry Post

The Richmond Chamber of Commerce has employed Pere Woodcock as industrial director, to make a study of the area and to carry on all phases of a program to attract new industries there.

Extensive research will be launched in the fields of materials and markets, according to President Edgar W. Dale.

C. W. Merrill of S. F. is Mine Division Head

Appointment of Charles White Merrill of San Francisco as Chief of the Metal Economics Division of the U. S. Bureau of Mines is reported by the San Francisco Chamber's Industrial Department as the result of word from Dr. R. R. Sayers, Director of the Bureau.

Merrill has worked closely with the Chamber's Mining Committee and is receiving the congratulations of many of its members on his advancement.

Associated with the Bureau since 1928 when he joined the staff of the Economics and Statistics Branch as a mineral economist, Merrill has served as supervising engineer of the Bureau's Economics and Statistics office at San Francisco since 1933.

May 14, Junior Chamber Lunch Features Australia—Postwar

Australia's resources, people, and world trade prospects will be discussed by Mrs. Jessie M. Street, Australian Delegate to the United Nations Conference, at the San Francisco Junior Chamber of Commerce luncheon, Monday, May 14.

The luncheon will be held in the Commercial Club, which organization is co-sponsoring the meeting.

Mrs. Street has chosen "Australia in the Postwar World" as the title of her speech; the meeting is the second of a series on Australia, presented by the Junior Chamber's World Trade Committee.

Mail Service via Boise-Winnemucca Starts

Through the efforts of the Chamber's Washington Office and the Transportation Department, star route mail service via Boise-Winnemucca Stages has been authorized by the Post Office Department, effective May 16th.

This will result in improvement of seventeen hours in mail transit time from San Francisco to Boise, Nampa and Caldwell.

Service was not authorized west-bound as present bus schedules do not permit time saving. Efforts are continuing to remedy this situation.

Chamber Sends Representatives to Western States Council Steel Group Meeting, May 11

On May 11, the Steel Committee of Fifteen of the Western States Council will hold its initial meeting at Los Angeles.

Members of the San Francisco Chamber's Iron and Steel Section who will attend are F. T. Letchfield, Charles E. Moore and E. L. Soule.

• Subjects docketed for consideration include surplus plant disposal policies, steel prices in the western states, freight rates and potential western markets for steel products.

Oakland Naval Supply Depot Starts Personnel Utilization Plan



Rear Admiral Arthur H. Mayo, SC, USN
Supply Officer in Command

Increased personnel efficiency is the object of a new program given effect at the Oakland Naval Supply Depot, according to a statement prepared for the San Francisco Chamber of Commerce which follows in part:

At the world's largest coastal Naval Supply Depot at Oakland, where the over-all logistic requirements of our Pacific Fleet are being met, another first has been chalked up with the establishment of an intensive Personnel Utilization Program.

Under the direction of the Supply Officer in Command, Rear Admiral Arthur H. Mayo, SC, USN, over 13,000 Navy and civilian personnel are endeavoring to keep pace with the steadily increasing tempo of the war against Japan.

Tonnage shipped from this Naval Supply Depot has skyrocketed from 204,374 measurement tons in January 1944 to 474,524 measurement tons for the same month this year.

• **Personnel Utilization**—A steadily mounting workload is not without its personnel problems, one of the most important of which—the use of personnel—is being simplified as quickly as possible with a Personnel Utilization study.

There has been developed a survey procedure and comprehensive handbook of operations for the use of sixteen naval officers who are working under the title of Personnel Utilization Analysts. These men are divided into eight teams. It is the job of each team to study accurately the operations of the numerous departments on the Depot, making recommendations where problems are encountered. Employees, as well as the supervisors and officers-in-charge of the many different activities, participate in these studies.

• Factors considered by analysts include functions performed, organization, work methods, placement, classification, and staff requirements. The reports which the analysts prepare, in collaboration with the supervisors of the unit studied, are made in an effort to eliminate unnecessary or duplicating functions, clarify lines of responsibility, improve the way of doing the work, place employees in jobs for which they are best suited, align classification grade levels to duties performed and determine the personnel requirements of each activity.

S. F. Chamber Supports Repeal of State's 3% Gross Receipts Tax

Acting upon recommendations both from its Tax and Agricultural Committees, the Board of Directors has placed the Chamber on record in support of measures pending in the Legislature to repeal the State 3% Gross Receipts Tax.

• Final action on the recommendation was taken in the Tax Committee, where, in line with Chamber policy to give hearing to groups particularly interested or affected by a measure, representatives of California agriculture and commercial truck operators were present.

In Committee meetings it was found that the tax was discriminatory in its distribution on those upon whom it is levied, extremely difficult to administer, and in cases of transshipment, subject to collection at least twice.

7th War Loan Drive Starts May 14; S. F. Has Special Slogan

Monday, May 14, is the opening day for the 7th War Loan Drive.

San Francisco has a special slogan: **THE EYES OF THE WORLD ARE UPON US—SAN FRANCISCO KNOWS HOW!**

"Old China Hands"

Ten thousand copies of "Old China Hands," roster of former American residents of China, has been published by the Berkeley Chamber of Commerce, according to Maurice G. Read, chairman, Advertising Committee.

Three Chamber Committees to Explore Reber Plan Possibilities

Three committees of the San Francisco Chamber of Commerce will hold a hearing tomorrow, May 11, to explore the possibilities of the Reber Plan for the San Francisco Bay.

Committees studying the plan are the Street and Highway Committee, Industrial Development Committee, and Merchant Marine and Harbor Committee.

Surpluses for Sale

• Under Sales Catalog B-313, Navy Material Redistribution and Disposal Administration, 785 Market Street, will receive bids until 2:00 P.M., May 12 on 21 used Zwing Model 405 wagon-type hand trucks.

• Under Sales Catalog B-275, the Supply Department, Mare Island Navy Yard, will receive bids until 2:00 P.M., May 15, on fire clay bricks, magnesite block insulation, molded cork pipe covering, wooden skivers, and a small quantity of creosoted Douglas Fir lumber finished to size approximately 12" x 5½" x 8' or longer.

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, and refer to the Trade Tip's number.

SPECIAL NOTICE—During the last few weeks the World Trade Department has received numerous letters from liberated areas in Europe and North Africa, as well as from many nations in the Middle East. Letters from Italy, Belgium, France, Tunisia, French Morocco, Greece, India, Iran, Palestine, Lebanon, Turkey, Egypt, and Cyprus all indicate the writers' desire to establish trade relations with the United States, if not now, at least for the postwar period. Space does not permit us to list all the products offered or asked for, but a file of these letters is being kept available at the World Trade Department, and all interested parties are invited to come in and consult them.

3942 REPRESENTATION IN NICARAGUA—Rodolfo Torres Loaisiga, la calle Sureste No. 404, Apartado Postal No. 55; Managua, D.N., Nicaragua, would like to get in touch with manufacturers and general export merchants. References.

3943 EXPORT MANAGERS—Exporters Group Incorporated, 475 Fifth Avenue, New York City, New York, are interested in acting as export managers for American manufacturers and to acquire franchises to sell their product to foreign trade.

3944 AGENCY IN COLOMBIA—Alvaro A. Araujo, P.O. Box Airmail 38-27, Bogota, Colombia, offers his services as agent on commission base for Colombia. Formerly chief of Balsa Division, Foreign Economic Administration.

3945 REPRESENTATION IN BRITISH COLUMBIA—Seaboard Agencies, 53 Regina Ave., Victoria, B.C., Canada, would like to make connections with manufacturers of the following lines: builders' hardware, electric light fixtures (domestic), small machinery and accessories, steel kitchen cabinets.

3946 PIGMENTS FOR ARGENTINA—Mr. Pablo C. Masera, Fabrica Militar de Aviones, Cordoba, Republica Argentina, would like to purchase pigments necessary for the manufacture of printers ink. Also interested in representing manufacturer of pigments in Argentine Republic and neighboring countries.

3947 RATTAN CANE FOR CUBA—Joaquin F. Paniagua, P.O. Box 227, Cienfuegos, Cuba, is anxious to make connections with exporters of rattan cane, for webbing. Would like to represent manufacturers of same and similar articles.

3948 REPRESENTATION IN PANAMA—Ernesto B. Fabrega, Apartado 3411, Panama, R.P., is interested in representing manufacturers for distribution throughout Panama and Canal Zone. Especially interested in: electrical appliances, beverage collets, stoves, etc.

3949 ARGENTINE EXPORTS—Bebilandia, Avda. Saenz 923-29, Buenos Aires, Argentina, manufacture toys and dolls, would like to export to the United States.

3950 VANILLA EXPORTS—Jorge J. Repetto, 25 de Mayo 145, Buenos Aires, Argentina, would like to get in touch with firms exporting vanilla beans, yellow stripe type.

3951 TRADE WITH ECUADOR—H. H. Williams S., of the company Ferrocil Cornejo Coronel, P.O. Box 351 or 809, Guayaquil, Ecuador, would like to make connections for representation in Ecuador, if not now, for postwar period. Interested in: sardines, lard, oils, spices, enamelware, chemicals, paper, toys, textiles. Can export: straw hats, fig-tree cottee, and tagua.

3952 BROOM MATERIALS—Industrial Escobera, S.A., Apartado No. 170, Hermosillo, Sonora, Mexico, are anxious to obtain the following products for use in manufacture of brooms: nails, clamps, soldering wire, galvanized wire, colored string, caps.

SPECIAL NOTICE—The World Trade Department has received copies of "Trade Opportunities," a bulletin put out by the Foreign Commerce Department of the Chamber of Commerce of the United States, Washington, D.C.

India — Subject of Talks at Foreign Trade Association Luncheon

Social and economic conditions in India and postwar trade opportunities with that country after the war were featured at a regular weekly meeting of the Foreign Trade Association of the San Francisco Chamber of Commerce.

"In 1943, one million people in India died of literal starvation," Dr. Horace Alexander, Professor on International Relations, Woodbrook College, England, and organizer of the Friends Ambulance Unit of India, told the Foreign Trade Association, at its luncheon meeting, Wednesday, May 2.

"There is a new emphasis in India which may in the next two decades produce some very substantial results and perhaps a transition of much economic and social significance not only in Asia but for all the world," Clayton Lane, Director of War Operations, American Mission, New Delhi, India, said, pointing out, however, that it is unreasonable to expect that India's way of life would soon be greatly changed.

● **Relief for India**—Dr. Alexander, who approached India from the standpoint of the effects of famine and war on social and economic conditions, was introduced by Henry F. Grady, president, San Francisco Chamber of Commerce, and chairman, American Relief For India, Inc., who explained that a special appeal is being made for American relief for India.

Chamber Activities

● Thursday, May 10

12:15—Commercial Club—Board of Directors Meeting.
12:15-1:15—Room 206—Junior Chamber Speakers Committee.
2:00-4:30—Room 206—S. F. Hospital Conference.

● Friday, May 11

11:30-12:00—Room 206—Executive Committee. Bay Area Aviation Committee.
12:15—Commercial Club—Bay Area Aviation Committee.

● Monday, May 14

12:15—Commercial Club—Iron and Steel Section.
12:15-1:15—Room 206—Junior Chamber World Trade Luncheon.
5:00-6:00—Room 206—Speakers Bureau.

● Wednesday, May 16

12:15—Commercial Club—Mining Committee.
5:30—Room 206—Junior Chamber Public Health.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details, contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6117—MR. HERBERT KENMORE, WIRE PROCESSING CORPORATION, 40 Renwick St., New York City 13, New York, interested in finding a sales representative for the distribution of their products, silver coated copper wire and silver coated copper tubing. Sold to radio and radar industries and electrical equipment concerns. Would grant territorial franchise.

D-6118—B. W. WEGERT, 503 Haight Building, Seattle 1, Washington, interested in acting as representative for San Francisco lines in the Northwest territory, Oregon, Washington, Idaho and Montana. Travels the territory at regular intervals, and maintains a permanent sample room in Seattle.

Oakland Plans for 10th Annual Foreign Trade Week

"World Trade—Key to Postwar Prosperity" will be the theme for National Foreign Trade Week in Oakland, May 20-26, according to an announcement by the Oakland Chamber of Commerce and Oakland Foreign Trade and Harbor Club.

The two organizations will sponsor events for observance of the tenth Annual Foreign Trade Week throughout the Oakland area.

Eugene Sends Tulips

A contribution of red, white and blue tulips was sent by Air Express through the courtesy of United Air Lines, down to San Francisco in honor of the United Nations Conference by the Eugene, Oregon Chamber of Commerce.

Marie Hogan, secretary, San Francisco Chamber, arranged for these flowers to be displayed in the A. W. V. S. canteen, War Memorial Opera House, in cooperation with Mahlon Sweet of the Eugene Chamber Aviation Committee.



Bay Region Business

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Number 20

In Memoriam

PHILIP J. FAY

The Board of Directors of the San Francisco Chamber of Commerce adjourned its meeting of Thursday, May tenth, nineteen hundred and forty-five, in memory of Philip J. Fay, who died on the seventh day of that month.

For thirty-four years, Phil Fay was a loyal and progressive member of the Chamber. He served on committees covering a wide range of activities and for several years was a Director. Two of the outstanding years in the Chamber's history were nineteen hundred twenty-seven and twenty-eight, when he headed our organization as President. During all these years he was honored and beloved by his associates for his vision, his dignity, and his understanding humor. He used all of his great qualities for the good of San Francisco, and his achievements were legion.

Phil Fay believed in youth, because he knew that youth would one day walk ahead, and so he helped form the San Francisco Junior Chamber of Commerce, even though he was then Director of the Chamber of Commerce of the United States, and a national figure in its work.

He had great pride in the stock from which he came, and translated that pride of family into pride of his community. Every day he held his conduct to the task of making our city a better place in which to live, and this generation of San Franciscans will not know a better citizen than Philip Fay. Those of us who knew him best will miss his counsel and his help, but most of all we will miss the friendship which was such a part of our daily lives. We will miss his humor and the twinkle in his eyes and the quiet exchange of banter which only friends can give and only friends can take.

The membership of the Chamber of Commerce, the Board of Directors, and all the former Presidents, set humbly down in this document what individually they would like to say.

It is recorded in the minutes that the meeting of the Board was adjourned in respect and love of him.

SAN FRANCISCO CHAMBER OF COMMERCE

Henry F. Grady, President
Marie A. Hogan, Secretary

Procedure for Offering S.F. as Peace Home Told by Pres. Grady

That the City of San Francisco would be highly honored and ready to undertake the serious responsibility should the United Nations Organization decide upon San Francisco as permanent headquarters, is being made known to delegates attending the present meeting to draft a charter.

"All phases of this important question are being explored by a special committee," explained Henry F. Grady, president, San Francisco Chamber of Commerce.

"The chairman is Walter A. Haas, with Adrien J. Falk, Leland W. Cutler, Maurice E. Harrison, and Brayton Wilbur, as members of this special committee.

"The committee is making known to the proper personages San Francisco's readiness to accept any obligation of this nature, but it is not presently engaged in an organized campaign, which might be inappropriate at this time."

WASHINGTON NOTES

● **Surplus Property**—The Surplus Property Board has issued Regulations No. 2 and 3.

● **Regulation No. 2** requires Surplus Property Disposal Agencies to give priorities to Federal agencies and State and Local governments in the purchase of surplus property, a large part of which is generally in short supply. The regulation provides for a total of 30 days for the exercise of Federal, State and Local priorities to purchase. After the 30 day period has expired, the available property remaining will be offered to commercial buyers.

● **Regulation No. 3** assures farmers and rural areas generally equal opportunity to supply their needs out of surplus property, as it becomes available, and sets up procedure for channeling critically needed trucks, machinery and equipment into agricultural uses.

● **Selective Service**—The returning veteran who meets all the requirements of the Selective Training and Service Act for reemployment in his former job has an absolute right of reinstatement in his former position or in a substantially similar position, according to

C. of C.'s in Utah, Idaho Cities Welcome Visit from S. F. Delegation

Chambers of Commerce in Utah and Idaho cities to be visited by a San Francisco Chamber Domestic Trade Delegation this week have responded enthusiastically to the opportunity to meet with the Chamber's representatives and discuss mutual trade development.

● **Arrangements** have been made for meetings with businessmen in their respective cities, and, in most cases, for special tours of local industries.

"My Board (is) delighted to know that the trip is being made,"—Gus P. Backman, secretary, Salt Lake City Chamber of Commerce.

"We are very happy to have this opportunity for getting acquainted with you and to establish a closer relationship between us,"—Clayton Jenkins, secretary, Provo Chamber.

"We are looking forward to your visit,"—Ezra J. Fjeldsted, manager, Ogden Chamber.

● **Plans for entertainment** of the delegation at a joint Rotary and Chamber of Commerce luncheon were revealed by Paul V. Nash, secretary, Pocatello Chamber of Commerce.

"All of the available facilities of our local chamber will be at your disposal. We are glad to learn of the visit..."—James A. Spriggs, Jr., secretary, Twin Falls Chamber.

"We are delighted you are coming and we are ordering our best Idaho summer weather,"—E. G. Harlan, manager, Boise Chamber of Commerce.

a statement issued by National Headquarters of the Selective Service System recently.

● **War Production Board**—Restrictions on the production of experimental models have been relaxed by the War Production Board in line with its announced policy of permitting reconversion as rapidly as possible.

A list of manufacturing plants with open capacity has been prepared by the War Production Board's Production Readjustment Committee as a part of WPB's plan to speed the placement of war contracts and to retain for necessary war production labor that is needed for the war job. WPB reports. The list will be revised every two weeks and information concerning it will be available in district offices of the board.

From the Chamber's Washington Office.

S. F.'s Role in the 7th War Loan Drive — an Example for Nation

International Mining Day to be Observed in El Paso Nov. 2 and 3

International Mining Day will be celebrated November 2 and 3 in El Paso, Texas, according to information received from the El Paso Chamber of Commerce.

• **The date was set** at the recent organization meeting of the 1945 Mining Committee of the El Paso Chamber, sponsor of the annual celebration.

The committee is now polling mining machinery corporations throughout the country asking whether they would care to participate in a mining exhibit which would be held in conjunction with International Mining Day.

• **Visitors Welcome**—The Chamber indicated that although International Mining Day is a get-together for mining men of Arizona, Colorado, Mexico, Texas and New Mexico, visitors from all sections of the country are welcome.

Eugene M. Thomas, Dean of Engineering of the Texas College of Mines, is general chairman of the day.

DUMBARTON OAKS

A new supply of the State Department pamphlets on the Dumbarton Oaks Proposals has been received by the Chamber's World Trade Department and can be obtained by writing to the San Francisco Chamber department, 333 Pine Street, Zone 4.

"With an 'E' bond quota up 60 per cent over previous War Loan Drives, San Franciscans are on their merit to prove that in this city the end of war in Europe has had no effect on all-out war effort of its citizens."

This was the statement made by Henry F. Grady, president, San Francisco Chamber of Commerce, on the opening day of the SEVENTH WAR LOAN DRIVE.

"Many words have been spoken in the past about San Francisco's responsibility to set the pace for other cities in the United States, but never was the responsibility so great as it is now," Grady declared.

"The slogan—'The Eyes of the World Are On Us'—is a fact. Here is the meeting place of the United Nations Conference on International Organization. Here is the harbor looked upon by all as the principal funnel for supplies and men bound for the final push against Japan.

"We've done a job to be proud of so far, LET'S FINISH THE JOB!"

Set of Abstracts of Alien Patents Available in S.F.

A complete set of abstracts of 45,000 alien patents, now held by the Alien Property Custodian for the benefit of American Industry, is available for reference, without charge, in the Regional Office of the Smaller War Plants Corporation.

• **The Technical Advisory Service of SWPC**, directed by W. Wallace MacLean, which provides scientific and technical advice to small plants, has cooperated with the Alien Property Custodian in disseminating information on these Patents, since the first listings were released in August, 1943.

Anyone interested in these patents is invited to consult the catalog at the SWPC office, 1355 Market Street, San Francisco, telephone KL 22300, Ext. 205.

Reconversion Problems Having Prompt Attention of Bay Area C of C's

With a view to the formulation of policies and procedures, reconversion problems from a community viewpoint are having the attention of a special committee named by President Grady of the San Francisco Chamber.

Early this week, the San Francisco Chamber's Emergency Reconversion Committee met with a corresponding committee from the Oakland Chamber of Commerce, and the expansion of their activities is under consideration.

Members of the committees are as follows:

• San Francisco

Roland Tognazzini, Chairman, Industrial Development Committee, San Francisco Chamber of Commerce

J. B. Du Prau

R. F. Fraser

Walter A. Haas

Walter S. Johnson

Marron Kendrick

E. D. Landels

• Oakland

Wil Evans, Chairman

Howard D. Ainsworth

Thomas P. Bacon, Sr.

M. H. Grove

L. B. Kean

Philip W. Simon

Ford M. Tussing

Reciprocal Trade-Facts and Analysis Available in Special Supplement

A full analysis and fact sheet on renewal of reciprocal trade agreements has been issued by the World Trade Department as a supplement to the International Bulletin, No. 6.

• **The ten-page analysis** contains figures and charts on the extent to which bargaining power in the original trade agreements act has been used up; tables showing rank of trade-agreement countries as customers for exports and as suppliers of imports in 1939; explanation of ways in which the Doughton bill, H.R. 2652, strengthens the trade agreements act; description of importance of trade Agreements Act to California, and a full treatment of concessions obtained in reciprocal trade agreements.

Members not on the mailing list for the International Bulletin may obtain the Reciprocal Trade Agreements supplement by writing to the World Trade Department of the Chamber, 333 Pine Street.

LABOR FORCE SURVEY TABULATED

Displayed here is Table 1 of a series of tabulations made by the San Francisco Bay Area Regional Labor Force Survey Conference on postwar job and residence intentions of workers in Alameda-Contra Costa County shipyards last summer.

• **Bay Area Job Intentions**—Of the prewar residents in the Bay Area, 97 per cent intended to remain in California but only 78 per cent definitely intended to remain in the postwar labor force.

• **Of the in-migrants to the Bay Area**, 71 per cent expressed intentions to remain in California 49 per cent, definitely, and 22 per cent, only if a job is available.

Table 1—Postwar residence and postwar job intentions of prewar residents and in-migrants

Intentions	Prewar residents Per cent	In-migrants Per cent
Postwar residence		
California	97	71
Definitely	92	49
If job is available	22	5
Outside California	1	18
Undecided	2	11
Postwar job		
Remain in labor force	78	72
Nontarm	76	62
Employed	70	58
Own business	6	4
Farm	2	10
Retire from labor force	8	9
Undecided	14	19

San Francisco "Work Pile" Passes \$159,000,000 Mark!

National Maritime Day to be Observed on May 22, U.S.A. Reveals

National Maritime Day will be observed on May 22, according to an announcement by the War Shipping Administration.

Theme of this year's observance of Maritime Day will be "Your Merchant Marine." The wartime achievement of the American Merchant Marine and related industries, as well as the postwar Merchant Marine, will be emphasized.

• National Maritime Day is an occasion authorized by Congress and proclaimed annually by the President to commemorate the sailing of the *Savannah* from the United States, May 22, 1819, on the first trans-ocean crossing using steam propulsion.

Tokens Received from 2 Eastern Cities on First Direct Air Flight

On Monday, April 30, United Air Lines inaugurated direct plane service between San Francisco and New England, linking the Bay Area with many eastern cities heretofore only indirectly connected to the Pacific Coast by air service.

On the occasion of the maiden United Air Lines flight westward over the new route, both the Williamsport, Penn., Community Trade Association and New Britain, Conn., Chamber of Commerce, Inc., sent packages of local products and community promotional material to Louis B. Lundborg, general manager, San Francisco Chamber.

"San Francisco is both pleased and proud to be linked with such cities as Williamsport and New Britain," Lundborg commented. "The new air express service will undoubtedly redound to the benefit of both the east and the west."

Plant-Chem—New Corporation

A new company, Plant-Chem, Inc., with headquarters in the Western Merchandise Mart, San Francisco, has been incorporated from the former University Hydroponic Service, according to an announcement by G. C. Gillan, Mart exhibitor and president of the new firm.

WOMEN WELCOME

San Francisco Chamber of Commerce women members were today reminded that they are always welcome to attend the major luncheons sponsored by the Chamber to give members opportunity to hear views of top flight national speakers.

Limited-Access Highways for Calif. Approved by Assembly

The State assembly has passed A.B. 1350 providing for the establishment of Limited-Access Urban-Rural Highways proposed by the Major Highway Development Committee, according to word received from Charles Gibbs, manager, Chamber's Legislative Department, who is now at the State Capital in Sacramento.

• The San Francisco Chamber on recommendation of its Street and Highway Committee and Tax Committee approved the plan in principle.

The Chamber and other civic and business groups in the city recommended that the Assembly pass legislation needed to execute the program.

• In passing legislation for the development of this system of Limited-Access highways, the Assembly has not as yet approved legislation providing for an increase in motor vehicle fuel tax for supplementary financing of the program.

List of Surpluses Up For Sale Itemized Below:

• Under Sales Catalog B-314-45, the Navy Material Redistribution and Disposal Administration, 785 Market Street, will receive bids until 10:00 A.M., May 25 on a quantity of used 14-gauge, 55-gallon empty steel drums.

• Under Sales Catalog B-349-45, the same office will receive bids until 10:00 A.M., May 28 on 260 tons of unprepared iron scrap.

• Under Catalog B-346-45, the same office will receive bids until 10:00 A.M., May 28 on 1 lot of used trucks of varying sizes, the newest of which is 1936 model; 1 lot of 5 and 8 yard capacity dump truck beds; and on 1 lot consisting of 3 truck hoisting cylinders.

The Surplus Property Division of the Reconstruction Finance Corp., local office at 256 Montgomery, is currently advertising for sale 3000 electric power units. They are described as being "compactly-designed, self-contained, gasoline-engine driven." Generating 3000 watts, they will supply 115, 120 or 125 volts at 50 or 60 cycles.

San Francisco's "Work Pile" has now reached a total of \$159,488,539 worth of definite postwar work, Earl Lee Kelly, chairman, "Work Pile" Committee of the San Francisco Chamber of Commerce announced today.

In a re-check of Chamber members on the amount of remodeling, repair, new construction and new equipment they have planned as soon as men and materials are available, the Chamber's figures show that the "Work Pile" has jumped \$31,000,000 from \$127,686,739 in January, 1945.

• This figure does not include the \$131,000,000 Six-Year Civic Development Program of the City and County of San Francisco, but represents "Work Pile" reports from private business and industry in San Francisco.

Kelly added that there is still a tremendous "hidden Work Pile" which has not been reported. At a committee meeting in the near future, the total sums to be spent on erection of individual dwelling units will be added to the Chamber's "Work Pile" report. Plans for a renewed drive on the "Women's Work Pile," under the direction of Marguerite Downing, president, Women's Roundtable, will also be revealed at the meeting.

"Our 'Work Pile,' though substantial, has not yet reached a point where we can say that it covers San Francisco. Many firms could add greatly to the building of it, by sending their reports to our committee. Their reports constitute assurance of jobs available during the reconversion period, and as such can perform an important function in the development of San Francisco's and the Bay Area's postwar economy," Kelly concluded.

• Steady growth of the "Work Pile" in San Francisco, since it was originated by Ernest Ingold, 1943 president of the Chamber, and launched March, 1943, can be seen in the following table:

Aug. 1943	\$ 8,698,197
Oct. 1943	\$7,317,575
Nov. 1943	\$8,600,775
Dec. 1943	\$6,181,725
Feb. 1944	\$6,706,900
Apr. 1944	\$6,733,600
Oct. 1944	\$7,443,605
Nov. 1944	\$7,322,510
Dec. 1944	\$126,206,739
Jan. 1945	\$127,686,739
May 1945	\$159,488,539

Of the present \$159,488,539 "Work Pile" \$64,432,923 is to be spent on remodeling and repair; \$81,152,730 on new construction; and \$13,902,886 on new equipment.

S. F. Foreign Representatives

Revision of a list showing names and addresses of foreign representatives in San Francisco has been completed and is now available for interested members at the World Trade Department.

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, and refer to the Trade Tip's number.

SPECIAL NOTICE—During the last few weeks the World Trade Department has received numerous letters from liberated areas in Europe and North Africa, as well as from many nations of the Middle East. Letters from Italy, Belgium, France, Tunisia, French Morocco, Greece, India, Iran, Palestine, Lebanon, Turkey, Egypt, and Cyprus all indicate the writers' desire to establish trade relations with the United States, if not now, at least for the postwar period. Space does not permit us to list all the products offered or asked for, but a file of these letters is being kept available at the World Trade Department, and all interested parties are invited to come in and consult them.

1953 EXPORTS TO SOUTH AFRICA—South African firm would like to import cotton goods, silk, wool, ladies' stockings and underwear, men's hose, jammies, jellies, canned fruit. Write answers care of Earl F. Hentzy, 2901 Buchanan, San Francisco.

1954 REPRESENTATION IN CUBA—Francisco Gomez, Edificio Banco Nova Scotia, Depts. 411-412, Habana, Cuba, would like to represent manufacturers. Interested especially in hardware and foodstuffs.

1955 REPRESENTATION IN ARGENTINA—Rodson Argentina Ltd., Av. Pte. R. S. Pena 825, Buenos Aires, Argentina, would like to correspond with American manufacturers.

1956 ARGENTINE EXPORTS—La Exportadora del Plata S.R.L., Calle Independencia 1816, Buenos Aires, Argentina, manufacture organic therapeutic products, would like to contact a firm which could act as representative in this area.

1957 REPRESENTATION IN COLOMBIA—Arno Seefeldt, Guardo Aereo No. 75, Barranquilla, Colombia, are interested in obtaining representation of American manufacturers. Agents in Bogota, Medellin, Cali.

1958 REPRESENTATION IN MEXICO—Jose M. Aranguren, Av. Libertad 1299, Guadalupe, Jalisco, Mexico, would like to get in touch with manufacturers, particularly of the following: electrical supplies, chemical products, pharmaceutical products, foodstuffs, perfumes.

1959 TRADE WITH PERU—Mr. Gustavo Eguen plans to visit San Francisco on behalf of his company, Eguen, Echecopar & Cia., S.A., Lampa 855, Apartado 2195, Lima, Peru. Firm exports cotton, alpaca and sheep wool, sugar, coffee, etc. Imports foodstuffs, agricultural materials, implements, building materials, household articles, textiles. Those wishing to see Mr. Eguen may arrange appointment by writing to him care of the Peruvian General Consulate, 360 Michigan Ave., Chicago, Ill.

1960 TRADE WITH PHILIPPINES—East Supply Company, Inc., c/o Dr. Jose Cordoba, 110 San Rafael St., San Miguel, Manila, P.I., would like to get in touch with manufacturers of the following: construction materials, hardware, pharmaceutical products, surgical and hospital equipment, paper, textiles, etc. Also would like to act as representatives or agents of shipping companies working in Orient.

1961 ARGENTINE TRADE—Ocliam, Av. San Martin 4641, U.T. 50, Devoto 7007, Buenos Aires, Argentina, want to get in touch with firms manufacturing suckers, rubber gloves, preservatives, thermometers, rubber bandages, rubber sacks for cold and hot water, surgical needles. Can represent manufacturers, act as their agents, or buy directly. Offered for export: hypodermic syringes.

1962 EXPORTS TO VENEZUELA—Ernesto Adler, Apartado 1941, Caracas, Venezuela, would like to import foodstuffs and canned goods.

1963 REPRESENTATION IN CHINA—Hu Yung Hwa, c/o Custom House, Sian, China, would like to make plans now for future representation in China of American manufacturers.

1964 ARGENTINE EXPORTS—Laboratorios Norcard, Belgrano 3988 U.T. 45, Loria 7926, Buenos Aires, Argentina, manufacture a wide variety of biological and pharmaceutical products. Copies of catalogues obtainable at World Trade Department.

Mission to Philippines to Meet With Bay Area Foreign Traders, Mon.

Members of a Government Mission to the Philippine Islands, sponsored by the Foreign Economic Administration, will meet with interested Bay Region Foreign Traders, Monday, May 21, at 10:00 a.m. in Room 237 of the Merchants Exchange Building, 465 California Street, in San Francisco.

According to Kenneth H. Campbell, manager of the San Francisco Chamber World Trade Department, which is sponsoring the meeting, this will be an open public meeting and all interested Bay Region Foreign Traders are welcome to attend.

● **Members of the mission** which will study trade problems in the Philippines are: Van Lear Woodward, Director of the Philippine Mission, Vice President of USCC; James S. Baker, Deputy Director of the Mission and Assistant Chief of the General Commodities Division; Charles Gwin, Jr., Commodity Specialist Consultant; John V. Scafford, Commodity Specialist Consultant; Ben Reese, Vice-President, USCC; H. A. Magnuson, Connell Bros. Company, Ltd., San Francisco. Magnuson, who will be the business representative on the mission, is vice chairman of the Chamber's Foreign Trade Committee.

INDIA SYMPOSIUM

Dr. P. J. Thomas, chief economic adviser to the India delegation, United Nations Conference, will speak on "India's Postwar Industry and Trade" at a Junior Chamber World Trade luncheon, Monday, May 21, in the Commercial Club.

C of C Representative at Supervisors' Meeting

Attending the Board of Supervisors meeting, Monday, May 14, was: **Julius Marx**, member San Francisco Chamber Board.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details, contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6119—DON MCGREGOR, NATIONAL FILE SERVICE, 5462 Kirby Drive, Houston 5, Texas, interested in firms, or individuals to represent their reconditioned file service in the Bay Area.

D-6120—William Rust Pierce, 39 Beverly Road, Grosse Pointe Farms 30, Michigan, would like to contact manufacturers in Bay Area interested in representation in Detroit and vicinity. Wants to make long term and permanent arrangements, and will consider newly developed products.

S. F.'s Story Told by Fireman's Fund Co.

Realizing that the United Nation's Conference would focus the eyes of the world on San Francisco, Fireman's Fund Insurance Company has published a special edition of the company publication, *Fireman's Fund Record*.

● **Storied San Francisco**—A 60-page booklet, *Storied San Francisco*, has been furnished to United Nation's delegations and members of the press, and is being distributed locally and throughout the country to some 29,000 people including the membership of the San Francisco Chamber of Commerce.

"*Storied San Francisco* tells San Francisco's story with the greatest fidelity and is a fine contribution to the literature about this city," commented Louis B. Lundborg, general manager of the Chamber.

Chamber Activities

● Thursday, May 17

12:00—Commercial Club—Luncheon for Commander Harold E. Stassen
12:15-1:15—Room 206—Junior Chamber Speakers Com.
2:00-5:00—Room 206—Arbitration Meeting

● Friday, May 18

12:15-1:15—Room 206—Junior Chamber Aeronautics

● Monday, May 21

12:15—Commercial Club—Iron and Steel Section
12:15—St. Francis Hotel—Retail Merchants Association Board of Directors
12:15-1:15—Commercial Club—Junior Chamber World Trade Luncheon on India
10:00—Room 237, Merchants Exchange Bldg.—Meeting with Philippine Trade Mission

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VOID

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Bay Region Business

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Volume 2

Thursday, May 24, 1945

Number 21

WASHINGTON NOTES

*From Washington Office,
San Francisco Chamber of Commerce*

● **Small Firms** whose employment will not exceed 100 workers may now obtain materials without first seeking assurance from the War Manpower Commission that manpower is available, Paul V. McNutt, Chairman of WMC, and J. A. Krug, Chairman of the War Production Board, have announced. When workers are hired, however, McNutt emphasized, all WMC hiring regulations in effect in the area must be observed in order to insure necessary war production.

● **OPA**—There appears to be no question that the Emergency Price Control Act will be extended by Congress for at least one year. There is evidence, however, of growing pressure to force the OPA to revise its policy of using price control as a means of profit control.

● **Shipping Containers**—J. A. Krug, Chairman of the War Production Board, has requested the Army and Navy and other Federal Procurement agencies to take extraordinary measures for prompt cancellation by military contractors and subcontractors of all orders for shipping containers not required as a result of contract cancellations or reductions in production schedules. This step was taken in an effort to alleviate the serious shortage of shipping containers for high priority use.

● **"Young America"**—the several million young people in American schools and colleges—will have opportunities to learn aviation first-hand from planes and equipment produced for the present war and acquired from the Government by educational institutions under an aeronautical surplus disposal program announced by the Surplus Property Board.

Philippines Mission to Procure Materials for U. S. Production

A Government Mission to the Philippine Islands is being sent to obtain certain strategic materials but does not foresee restoration of private trade with that country in the very near future, Van Lear Woodward, Vice President, United States Commercial Company, and director of the mission revealed at a meeting with Bay Region Foreign Traders, Monday, May 21.

The meeting was sponsored by the San Francisco Chamber World Trade Department for the purpose of enabling those interested to meet and ask questions of members of the Foreign Economic Administration-sponsored mission.

With authority granted by General MacArthur, the mission will endeavor to obtain certain strategic materials from the Philippines for essential United States production, Woodward explained.

C of C Speakers Bureau Active

Guy Colvin, of Bennorth & Co., and a member of the San Francisco Chamber of Commerce Speakers Bureau, will address the Soroptimist Club of Oakland, at a luncheon meeting, Friday, May 25, in the Hotel Leamington.

Analyzing Committee for Economic Development postwar plans for business, Colvin will speak on the subject, "Where do we go from here?"

Progress in Western Unity Told by Returned Domestic Trade Group

A delegation of the San Francisco Chamber of Commerce Domestic Trade Committee returned to San Francisco yesterday, May 23, after a "good neighbor" tour of seven Utah and Idaho cities.

● **Carrying a message** of western states cooperation as a unit to abolish out-dated sectionalism, the delegation met with businessmen and chamber of commerce officials in Salt Lake City, Provo, Ogden, Idaho Falls, Pocatello, Twin Falls, and Boise.

Possibilities of furthering inter-city trade and development of industries and business projects in the communities visited were discussed by the delegation with the chambers of each city, and in all cases the San Francisco Chamber's offer of assistance and establishment of closer working relationships was welcomed.

● **Members of the delegation** were Ronald E. Kaehler, president, San Francisco Stock Exchange; Frank E. Bodine, manager, San Francisco Division of Westinghouse Electric & Manufacturing Company; and C. P. Tanner, manager, Domestic Trade Department, San Francisco Chamber.

Sacramento C of C Tells of Assistance to Vets

The Sacramento Chamber of Commerce now has in effect a program to service returning veterans, both from the standpoint of directing the veterans to proper agencies for assistance, and of rallying the efforts of local business firms to provide the necessary jobs.

● **According to A. S. Dudley**, secretary-manager of the Sacramento Chamber, the Veterans Affairs Committee of the Chamber

has published thousands of information cards directing veterans to the four agencies in Sacramento which can help them with their individual problems. These cards are being widely distributed.

At the same time, the Sacramento Chamber is requesting members to list all types of positions and jobs in trades with the local United States Employment Service office, and from the longer range point of view, the Chamber is pushing through projects which will result in more business, more industry—and, consequently, more jobs.

OUR 7th WAR LOAN—*"Let's Finish the Job!"*

April Industrial Expansions...

—By the Chamber's Industrial Department

Northern California gained 29 new factories, and 25 established plants were expanded during April, 1945, according to tabulations made by the San Francisco Chamber Industrial Department.

Over \$2,743,000 will be invested in the new enterprises while expansions represent expenditures of \$1,116,000, for a total of \$3,859,000.

● Six of the new factories announced were in San Francisco with investments of \$160,000, and affording 74 jobs, while San Francisco expansions accounted for 15 of the total; represents investments of \$484,450; and creates 260 jobs.

Among the developments for this area are:

- J. K. Smit & Sons, Inc. of U. S., Canada, and the Netherlands, opened offices and plant at 351 8th St., San Francisco. The company is one of the world's largest manufacturers of industrial diamond tools and wheels. R. Douglas Zavitz is manager and John Metz, Superintendent of the New York plant, is here to install the latest in sensitive precision machinery and modern turnouts. The San Francisco plant will serve 13 Western States.
- J. Philip Murphy Corp. has purchased 15 acres of industrial property in Oakland and will construct one of the largest structural steel fabricating plants on the Pacific Coast, promising important postwar employment for the Oakland area.
- The San Jose Steel Company has started work on a \$40,000 plant at Bayshore Highway and McKee Road, San Jose.
- Harold H. Clapp Inc. started construction of a \$65,000 canning plant on a 19-acre site at Newhall Street and Campbell Ave., Santa Clara. This plant will be devoted exclusively to the canning of baby foods.
- The Pleasant Hill Cooperative Association, Sebastopol, Sonoma County, plans the construction of a 70,000 six kiln dehydrating plant to be located on the Gravenstein Highway, John A. Peterson is president of the association.
- Silverado Cooperative Dryers, St. Helena, Napa County have been granted approval of WPB for the construction of a \$94,000 fruit dehydrating plant south of Sulphur Creek Bridge. Construction will begin as soon as labor and materials can be secured. Peter Molinari is president.
- Solano Cooperative Dryer, Inc. plans the construction of a 120 x 120 ft. one-story basaltic block fruit dehydrator plant on Kentucky Street, north end of Webster Street, Fairfield, Solano County. W. Morrison is president.

New RFC Loan Program Aids Small Business in Conversion

300 Business Analysts Sought by Government for Jobs In Germany

Upon the request of the Department of State the United States Civil Service Commission is seeking 300 business analysts with a good reading knowledge of German, for employment in Germany.

● **Experience and Salary**—According to information from the Central Recruiting Unit in San Francisco, persons must have experience in the fields of economics, business administration or accounting. Salaries range from \$2,600 to \$4,600 a year in accordance with quality of experience. An additional allowance is made for accepting employment outside the United States.

Calling attention to the urgency of the program, the announcement directed persons interested to get in touch with Mrs. Evelyn Fleming, 1355 Market Street, Room 609, San Francisco—Telephone KLondike 22300, Ext. 575.

Recruiting will be open only a short time.

James H. L'Hommedieu Is New Oakland CofC Director

James H. L'Hommedieu, vice president and manager of Alameda County-East Bay Title and Insurance Company, has become the 33rd director of the Oakland Chamber of Commerce, according to an announcement by Gerald H. Hagar, Chamber president.

● At the present time L'Hommedieu is chairman, Oakland Chamber Residential Development Committee.

S. F. C of C Literature Found in Germany

Evidence of the far-reaching effects of San Francisco Chamber of Commerce promotion of its community recently came from "somewhere in Germany."

● In a letter to his father, Henry Huntsman, 626 Church Street, San Francisco, Capt. James E. Huntsman, U.S.A., wrote:

"In the last place we were in, the people had folders and C. of C. literature from San Francisco. It really surprised me to walk into this German house and open a magazine and have the Golden Gate Bridge stare me in the face . . .

"All I can say in closing is that we have a mighty powerful Chamber of Commerce . . . mighty powerful."

Attention of Bay Region businessmen is called to a recently initiated program of the Reconstruction Finance Corporation, called the BLANKET PARTICIPATION AGREEMENT.

This program, according to RFC, meets the needs of small business for long-term credit in a direct, simple way, without competing with private banks.

● The "blanket participation agreement" allows banks signing up for participation to make loans directly to private business firms operating for profit, without filing for approval with RFC; the bank may fix its amount of participation in the loan, provided the minimum is 25 per cent, and the RFC covers the remaining amount.

● Security—Only provision as to financial status of the borrower is that financial statement show assets in excess of liabilities. It is up to individual banks to pass on these security requirements, as banks have complete charge of administration. RFC is kept informed through filing of brief periodic reports.

● Maximum limit for each loan is \$250,000, and there is no limit to the number of loans that may be made under the master agreement.

● Maturity is not more than 10 years; amortization, not less than 10 per cent each year, a balloon payment being permitted for loans of less than 10 years.

● Interest doesn't exceed 6 per cent on the bank's participation, nor 4 per cent on RFC's participation.

According to John S. McCullough, Jr., manager, San Francisco Loan Agency of RFC, a gratifying number of banks in California have already entered into the Blanket Participation Agreement.

This program is expected to care adequately and promptly for the large volume of applications for loans which may develop during and subsequent to the period of conversion from a wartime to peacetime economy.

SURPLUSES FOR SALE

● Under Sales Catalog B-367-45, the Navy Material Redistribution and Disposal Administration, 785 Market Street, will receive bids until 10:00 A.M., May 31, on 56 30-inch slip on weld flanges, 44 18-inch slip on weld flanges, and 4 18-inch long radius weld ends.

● Under Sales Catalog B-278, the Supply Department of the Mare Island Navy Yard will receive bids until 2:00 P.M., June 6, on quantities of the following new material:
Screws, bolts, burrs, nuts, rivets, washers, gages, calipers, extractors, scissors, drills, rammers, pliers, dies, chisels, wedges, wrenches, files, hammers, crutchers, tapers, gasket material, gaskets, packing, lenses, filers, raters, gloves, labels.

Navy Investment in Bay Area \$513,300,000

Half Moon Bay Project for Small Craft Harbor Supported by C of C

Support of the proposal to create an extensive harbor for small craft in Half Moon Bay has been approved by the San Francisco Chamber of Commerce, through its Board of Directors.

• The project contemplates construction of a mile-long breakwater on Pillar Point reef which would provide protection from westerly gales, supplemented by two shorter breakwaters to protect against southerly gales.

The harbor area would be about six square miles, including about four miles of bathing beach with surf dangers removed. Commercial and sport fishing, yachting and water sports in general will be greatly benefited.

Walter A. Rohde, Manager of the Chamber's Transportation Department, spoke in favor of the project at a hearing before Col. K. M. Moore, District Engineer, U.S.A.

Junior Chamber Symposium

Continuing its symposia on the Pacific countries, the World Trade Committee of the San Francisco Junior Chamber of Commerce has announced a concluding luncheon symposium on India.

On Monday, May 28, B. Shiva Rao, India correspondent for the Manchester Guardian, England, and Baltimore Sun, Md., will speak on "India's March to Nationhood" at the San Francisco Commercial Club.

RECONVERSION —

What Do You Want to Know About Controls on Materials, Prices?

The change from a two to a one-war economy will bring a swiftly increasing volume of alteration of wartime controls.

The Chamber was of considerable assistance to the membership during conversion to wartime operation by helping them to understand and keep up with the controls as they came into effect. What we would like to know is:

How much and what type of help is desired during the way out of the rigid control era?

• If members are interested.

If a reasonable portion of the membership desires it, the Domestic Trade Department would compile, and *Bay Region Business* contain, a weekly listing of priority order revocations and changes, and significant actions in price, manpower and other wartime controls. The amount of information given in each case would depend upon its relative importance.

In essence, the printed service would provide a check list for the benefit of those with incomplete sources of information. Additional details could be obtained from the Domestic Trade Department.

• Those interested should so notify the Domestic Trade Department by phone or letter—EXbrook 4511, Local 42, or 333 Pine Street, San Francisco 4.

The Federal Government has invested \$513,300,000 in the San Francisco Bay Area, on Navy, Marine Corps, and Coast Guard projects, the Naval Affairs Committee of the San Francisco Chamber of Commerce announced today.

"This investment represents sums spent on government owned land improvements, improvements on leased land, and improvements on private shipyards and production plants around the bay," E. J. McClanahan, chairman of the committee, reported.

• The Navy alone has invested \$501,000,000; the Marine Corps, \$5,500,000; and the Coast Guard, \$6,800,000.

"A major share of federal expenditures in this area has been made in recent years," McClanahan commented, "to enable the San Francisco Bay Area to support its gigantic war role, but substantial investment was made during non-war years.

"That the San Francisco Bay—capable of floating the fleets of all countries at one time—is recognized as one of the greatest and most strategic ports in the world, is evidenced in this outlay of funds by our federal government to build up and improve its naval facilities here."

Progress of Proposed State Aviation Bills Summarized

Reporting on proposed state legislation affecting aviation, Kenneth R. MacDonald, manager, San Francisco Chamber Aviation Department, revealed that A.B. 2188, which would give the California Railroad Commission economic regulation over intrastate air commerce, has been sent to the Assembly floor for vote expected sometime this week.

Another proposed measure, A.B. 801, according to its author, William Rosenthal, died in committee following his introduction of another bill, A.B. 2202, which would simply create a study commission to promote and advance aviation and to survey the needs of aviation in California.

The new bill was prepared in collaboration with airport operators, private flyers and other groups.

LABOR FORCE SURVEY TABULATED

Following is one of the series of tables showing the results of a sample Bay Area labor force survey conducted by the Regional Labor Survey Conference.

• This table shows the postwar job intentions of prewar residents and in-migrants according to their postwar residence intentions.

Of Bay Area prewar residents, 80 per cent intended to remain in the labor force, and 81 per cent of in-migrants expecting to stay in the Bay Area also expressed a desire to remain in the labor force.

Postwar Job Intentions	Prewar Residents Intended Postwar Residence				In-migrants Intended Postwar Residence			
	Bay Area	Other Calif.	All Other	Total	Bay Area	Other Calif.	All Other	Total
Remain in labor force	Pd.	Pd.	Pd.	Pd.	Pd.	Pd.	Pd.	Pd.
Nonfarm	80	68	48	78	81	66	54	70
Employed	78	43	34	76	81	53	32	62
Own business	72	32	27	70	78	45	27	58
Farm	6	(11)	(7)	6	3	8	5	4
Retire from labor force	2	(25)	(14)	2	5	13	22	8
Undecided	7	(13)	(12)	8	5	12	17	10
	13	(19)	40	14	14	22	29	20

*Less than 1/2 of 1 per cent.

(.)Percentage based on fewer than 26 cases.

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SPECIAL NOTICE—During the last few weeks the World Trade Department has received numerous letters from liberated areas in Europe and North Africa, as well as from many nations of the Middle East. Letters from Italy, Belgium, France, Tunisia, French Morocco, Greece, India, Iran, Palestine, Lebanon, Turkey, Egypt, and Cyprus all indicate the writers' desire to establish trade relations with the United States, if not now, at least for the postwar period. Space does not permit us to list all the products offered or asked for, but a file of these letters is being kept available at the World Trade Department, and all interested parties are invited to come in and consult them.

3965 REPRESENTATION IN BRAZIL—Nicola Infante, Rua Major Diogo 232, Sao Paulo, Brazil, would like to act as representative for American manufacturers. Those interested may confer with, or direct replies to, Antonio Virgilio Infante, Mr. Infante's son, who resides in this city. Correspondence may be addressed care of World Trade Department.

3966 ARGENTINE TRADE—David y Marcos Grosman, 25 de Mayo 158, Buenos Aires, Argentina, deal in drugs, chemical products and other articles for industry. Would like to get in touch with producers and manufacturers in the United States. Mr. David Grosman is now visiting the United States and would like to receive replies care of the Consulate General of Argentina, 9 Rockefeller Plaza, New York.

3967 REPRESENTATION IN THE PACIFIC—R. A. Laws, No. 2 "Devon," 211 Military Road, Crenmore, New South Wales, Australia, is interested in representing manufacturers in Australia and in the Pacific Islands when hostilities have ended. Products: textiles, canned fish and meat, canned beer, milk, cheap hardware for native trade, etc. Complete list of connections and references at World Trade Department.

3968 EXPORTS OF MACHINERY—Florazul, 929 Callao 931, Rosario, Argentina, are engaged in the production of rice starch and would like to get in touch with manufacturers of machinery for the purpose of replenishing their stock.

3969 EXPORTS TO HONDURAS—Rene Sempé, Tegucigalpa, D.C., Honduras, is anxious to establish contact with an export firm in this area. Would also like to represent manufacturers of the following: dry goods, canned foods, household utensils, hardware, wooden goods, liquors, etc.

3970 AGENCY IN SOUTH AFRICA—Nosworthy & Dell, Box 2263, Durban, South Africa, want to represent producers of the following: industrial chemicals for paint, rubber, disinfectants, pharmaceuticals, foodstuffs, tools, household appliances and general hardware.

3971 ARGENTINE TRADE—Orion, Arengreen 35, Buenos Aires, Argentina, would like to contact buyers of novelty jewelry, to export general merchandise, and represent firms not already established in Argentina.

3972 ARGENTINE EXPORTS—A.T.C. Cia. Comercial Argentina S.R.L., Bme, Mitre 478, Buenos Aires, Argentina, exports the following: ladies' bags, vanities, valises, wallets, leather belts, and other leather articles.

3973 TRADE WITH CANADA—Hemisphere Trading Company, 261 St. James S.W., Montreal, Canada, is an import-export firm interested in getting in touch with local traders. Will act as purchasing agents for importers, distributors for exporters.

3974 CANNED GOODS FOR AUSTRALIA—Tallerman & Company, Ltd., 17 York Street, Wynyard Square, Sydney, Australia, are anxious to represent packers of pilchards, salmon and canned goods of all kinds.

3975 MIDDLE EAST TRADE—N. Z. Moreno, 18 Commerce Street, New York 14, New York, plans to act for American manufacturers and exporters as coordinator for distributing agents in the Middle East.

3976 CORK GOODS FROM PORTUGAL—Jose Lym, Ltd., Rua de D. Joao IV No. 210, Porto Portugal, are shippers of corkwood, corkwaste and all cork products grown in Portugal.

3977 MACHINERY FOR ARGENTINA—Nino Bormida, San Martin 839, Mendoza, Argentina, wants to be put in touch with makers of agricultural machinery especially adapted for vineyardists, and also for winery machinery and equipment.

Radio Series, Public Speakers Signalize Foreign Trade Week

National Foreign Trade Week, now being observed during this week, May 20 to 26, is being memorialized in San Francisco with a series of radio programs and public addresses, sponsored by the Foreign Trade Association of the San Francisco Chamber of Commerce and the Junior Foreign Trade Association.

Every day of Foreign Trade Week, radio programs have featured speakers and round table discussions on the importance of foreign trade to the economy of the country.

Speakers are appearing before groups in San Francisco and other Bay Area cities.

"We feel that these programs should accomplish much in bringing to the attention of our audience the important part which foreign trade plays in our national economy, particularly as applying to San Francisco and the Bay Area," declared E. J. MacFarlan, chairman, and R. E. Waterlow, coordinator, of the Associations' Foreign Trade Week Committee.

Independent Pressroom Gets First Award of Merit on Coast

The Independent Press Room, 300 Broadway, San Francisco, has been presented with an Award of Merit, which is to the printing industry what the Army-Navy "E" is to the war production line.

The award was presented to William F. McCanay and Edward L. Altwater, partnership owners of the Independent Press Room, by the U. S. Government Printing Office.

This is the first award to be presented to a printing firm on the West Coast.

Chamber Activities

● Thursday, May 24

12:15—Commercial Club—Board of Directors Meeting

12:15-1:15—Room 206—Junior Chamber Speakers Committee

● Friday, May 25

12:15-1:15—Room 206 Junior Chamber Aviation Committee

● Monday, May 28

12:15-1:15—Commercial Club—Junior Chamber Symposium on "India"

5:00-6:00—Room 206—Speakers Bureau

● Wednesday, May 30

5:30—Room 207 Junior Chamber Public Health

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details, contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6121—MR. THOMAS R. WOOLLEY ENGINEERING COMPANY, 412 Curtis Building, Detroit, Michigan, would like to act as manufacturers agent for mechanical and electrical equipment manufactured on the West Coast. Have acted as agents in their territory for over twenty-five years.

D-6122—MR. WALLACE POTTER, DICKENS-SHEETS-POTTER COMPANY, Food and Merchandise Brokers, 1306 N. W. Hoyt Street, Portland 9, Oregon, would like to act as broker for manufacturers of food, household and consumer merchandise distributed through grocery, drug and specialty wholesalers, also producers and manufacturers of commodities used in food and consumer goods manufacturing.

Employers Council and S. F. Labor Relations Praised by Newspaper

Attention of Employers Council members has been called to an editorial in the San Francisco News on management-labor relations in San Francisco.

● Entitled "San Francisco Led the Way," the article points out that the recently proclaimed "charter of industrial relations" is not a new idea in San Francisco.

"For the past seven years, labor and management in this city have been working under an unwritten charter that, in effect, has recognized all the principles incorporated in (that) agreement."

● Employers Council Praised—Pointing to the San Francisco Employers Council, the editorial stated that as the result of its work and of the willingness of labor to bargain collectively with the Council, "San Francisco has been one of the white spots of America so far as freedom from strikes and industrial interruptions are concerned."

C of C Representative at Supervisors' Meeting

Attending the Board of Supervisors meeting, Monday, May 21, was:

Alfred H. Meyer, member San Francisco Chamber Board.



Bay Region Business

PUBLISHED BY THE
SAN FRANCISCO CHAMBER OF COMMERCE

Volume 2

Thursday, May 31, 1945

Number 22

Thumb Nail Sketch: by the Research Department

Bay Area financial transactions during April amounting to \$2,128,-153,000 surpassed the April total of last year by \$205,173,000, or 10.7 per cent. Transactions for the first four months' cumulative amounting to \$8,905,652,000 represented a gain of nearly \$1,000,000,000 over the same period last year, or 12.1 per cent.

● **Freight car movements** in the San Francisco-Oakland switching limits during April amounted to 68,328 cars and carried the four months' cumulative to 275,107, which is 25,801 above the same period last year or 10 per cent.

● **Manufacturing industries** in the San Francisco-Oakland Industrial Area reported 202,500 wage earners in April compared to 213,900 in March and 255,400 during April last year. The non-durable group accounted for 54,400 of the April total compared to 52,400 in March and 50,400 in April a year ago, while the durable group reported 148,100 during April compared to 161,600 in March and 205,000 in April last year.

Although employment in the manufacturing industries in April was off 20.7 per cent compared to last April and 13.2 per cent for the four months' cumulative period and payrolls were off 19.4 per cent and 12.4 per cent, respectively, the non-manufacturing industries payrolls continued to show gains with the laundry, cleaning and dyeing group up 9.7 per cent in April over last April, wholesale trade up 9.8 per cent, retail trade up 7.1 per cent and hotels up 12 per cent.

In the manufacturing industries during April average weekly earnings amounted to \$60.92, average hourly earnings to \$1.35, and average hours worked per week to 45.6.

● **Bay Area department store retail sales** based on reports of 17 stores to the Federal Reserve Bank of San Francisco during April were up 5 per cent over April last year with the cumulative period up 18 per cent.

Sales in San Francisco showed an increase of 8 per cent and 19 per cent, respectively.

● **Independent retail store sales**, according to the latest Bureau of the Census report, for the first quarter of 1945 compared to a similar period last year reveal a gain of 13.1 per cent for San Francisco, 14 per cent for Oakland and Sacramento, 15 per cent for Berkeley, 12 per cent for San Jose and Alameda, 21 per cent for Santa Rosa and Stockton, and 9 per cent for Palo Alto.

Sales in California for the same period were up 15 per cent.

● **In San Francisco retail sales** during the first quarter for the food group were up 8 per cent, eating and drinking places 11 per cent, liquor stores and package goods 19 per cent, drug stores 12 per cent, apparel stores 22 per cent, men's clothing and furnishing 37 per cent, women's ready-to-wear 19 per cent, motor vehicle dealers 12 per cent, and hardware stores 31 per cent. On the other side of the ledger, jewelry store sales during the first quarter were off 12 per cent, filling stations 6 per cent, and dry goods and general merchandise stores 4 per cent.

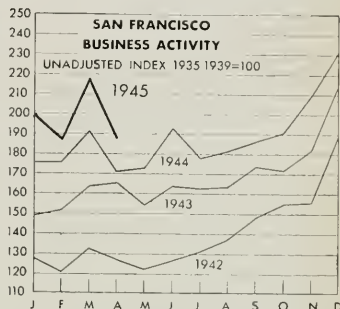
● **In the wholesale field**, the Bureau of the Census reports Pacific Coast sales during March up 11 per cent over February and 2 per cent over last March, with the three months' cumulative up 8 per cent compared to the United States with 11 per cent, 1 per cent, and 4 per cent, respectively.

The report for the cumulative period for the Pacific Coast reveals that automotive supplies led all increases with 23 per cent, followed by industrial supplies 20 per cent, leather and shoe findings 18 per cent, groceries and foods 13 per cent, and electrical goods 9 per cent. On the other hand, sales of plumbing and heating supplies dropped off 17 per cent during this period, shoe and footwear 13 per cent, and meat and meat products 7 per cent.

● **General business activity** in San Francisco during April measured by our index at 187.4 made a sharp seasonal decline from the March spring peak of 218.1, but was 9.5 per cent above last April index of 171.1.

The first four months average was up 10.8 per cent above the same period last year. Some fields showed marked increases during April compared to last April, but a few showed decreases.

● **Among the gains** were building permits which were up 40 per cent in number and 30.9 per cent in amount; real estate sales 18.2 per cent in number and 28.7 per cent in amount; department store sales 12.7 per cent; bank debits 9.8 per cent; postal receipts 22.9 per cent; and stock exchange transactions 61.2 per cent in number and 109.8 per cent in market value.



● **In the utilities field**, electrical energy sales were up 12.7 per cent and industrial and commercial gas sales 13.1 per cent.

Although total freight car movements were off 2.2 per cent, receipts of fruits and vegetables rose 8.7 per cent, and livestock slaughter rose 7 per cent.

● **Placements** in the San Francisco industrial group dropped 1.7 per cent and 2.8 per cent in the commercial compared to last April.

● **April living costs** in San Francisco rose 0.6 per cent above March and 3.4 per cent above April a year ago. The U. S. Department of Labor index for April amounted to 132.6 compared to 131.8 in March and 128.3 in April last year (1935-39=100). April food costs in San Francisco compared to the previous month were up 1.5 per cent, and clothing 0.1 per cent with other items remaining the same.

Compared to last April, cost of food was up 4.4 per cent, clothing 5.1 per cent, home furnishings 7.9 per cent, miscellaneous 2.7 per cent, with rent, fuel and electricity remaining the same. Since May 15, 1942, the date of OPA price control, cost of living in San Francisco has risen 12.8 per cent.

C of C Representative at Supervisors' Meeting

Attending the Board of Supervisors meeting, Monday, May 28, was:
John E. Pickett, member San Francisco Chamber Board.

WASHINGTON NOTES

From Washington Office,
San Francisco Chamber of Commerce

● **Millinery Committee**—The Office of Price Administration has announced the appointment of a new industry advisory committee, which conferred on the Maximum Average Price (MAP) order last week. It is the Millinery Manufacturers Industry Advisory Committee, and Gerald Simon, Simon Millinery Co. of San Francisco, is a member.

● **Surplus Property**—In an order to all Government agencies, the Surplus Property Board now requires each agency to file on or before June 30, 1945 a general description of all disposal programs and complete statistical data on all property disposals made under statutes other than the Surplus Property Act during the calendar years 1942, 1943 and 1944.

● **Foreign Trade**—More and more businessmen coming to Washington indicate a growing interest in foreign trade prospects, and from all information available, the demand for United States goods from abroad will be very large. Although the supply may be limited for a while it appears that the ability to pay will be ample for a while because of the supply of dollars built up during the war.

Courtesy, Friendliness of San Franciscans Praised by Visitors

Hosts to press and statesmen of the world, San Franciscans are receiving praise, not only for the beauty of their city, their important role in the war, etc., but on the friendly and courteous treatment given by citizens.

● **Typical** are some remarks published in the *Kansas City Star*, written by Theodore C. Alford:

"The hotel maids and bellboys were polite and accommodating. The clerks in the stores were courteous and helpful. Waiters in restaurants did not throw menus at the patrons, nor appear resentful of the fact that they had to work for a living. They seemed to enjoy their tasks.

"San Francisco could spend millions of dollars in advertising her business advantages, her climate, or her wonderful eating places, but none would be more valuable than the splendid advertisement given without cost by her men and women."

ICC Rate Decision, Announced Recently, Does Not Affect S. F.

The recently announced decision of the Interstate Commerce Commission, ordering certain adjustments to be made in the class rates in the territory east of the Rocky Mountains, effective August 30th, does not involve transcontinental rates or local rates in mountain-Pacific territory, according to Walter A. Rohde, Manager of the San Francisco Chamber's Transportation Department.

In any event, most of the traffic between California and the eastern part of the country moves under commodity rates which were not involved in the case.

Aviation Study Commission Bill Now Before the Assembly

A.B. 2202, which would create an aviation study commission to promote and advance aviation and survey the airport needs of California, has been passed by the Assembly Transportation and Commerce Committee to the Assembly floor with a "do-pass" recommendation, according to Kenneth R. MacDonald, manager, Aviation Department of the San Francisco Chamber.

The bill, introduced by William Rosenthal, was developed in collaboration with private aviation groups.

Recreation Department Holds Carnival, June 10

"Carnival," the annual festival program, sponsored by the San Francisco Recreation Department for all San Francisco citizens and visitors, will be held at 2:00 p.m., Sunday, June 10, at the Sigmund Stern Grove, 19th Avenue and Sloat Boulevard. ● According to Josephine D. Randall, superintendent, Recreation Department, those directing the program are Miss Lydia Patzelt, supervisor of Drama and Dance; Julius Haug, conductor of the San Francisco Civic Symphony.

William G. Merchant designed the settings.

Foreign Service Appointment

DuWayne G. Clark of Fresno, California, formerly American Consul at Sao Paulo, Brazil, has been designated Commercial Attache at Rio de Janeiro, Brazil, according to information received from the Chamber's Washington Office.

Planning Commission Maps of S. F. Now on Display in CofC Window

Several types of maps used in planning San Francisco are now on display at the corner of Battery and Bush in the International Business Machine window.

● The display was installed by the City Planning Commission for the San Francisco Chamber of Commerce.

Maps used show vehicular flow, car lines, population distribution, residential, commercial, industrial and unrestricted districts, and others.

The window was presented to the San Francisco Chamber by Ed Perkins, San Francisco District manager, IBM.

Local Firm Brochure Promotes S. F. Bay

Commenting on another Gantner & Mattern advertising brochure to promote San Francisco, Louis B. Lundborg, general manager, San Francisco Chamber, said, "It is another example of how institutional and product advertising can be combined with effective community promotion.

"The community owes you a vote of thanks."

SURPLUS PROPERTY

On the following dates in June and locations specified, the Office of Surplus Property, Department of Commerce, 30 Van Ness Avenue, will conduct so-called "Sales Tables" on over 200 trucks, trailers, and autos:

● On June 5 at Camp Roberts—total of 41 various types of trucks and trailers;

● On June 8 at the Sacramento Engineer's Redistribution Center, West End Tower Bridge, West Sacramento—on 51 units of 3 types of trailers;

● On June 7 at Camp Kohler near Sacramento—on a variety of trucks, trailers, and automobiles.

● Note: Anyone interested in bidding on this equipment should contact the above office for a copy of the announcement, since inspection is probably desirable and the vehicles are situated in various locations.

The same office will conduct "on the spot" sales of construction machinery and farm equipment June 12 at West Sacramento and on June 13 at San Leandro. Those interested should contact the above office before either inspecting or bidding on the equipment.

● Under Sales Catalog B-280, the Supply Department, Mare Island, will receive bids until 2:00 p.m. June 8, on used motor generators, rotary converters, and an alternator.

● Under Sales Catalog B-372-45, the Navy Material Redistribution & Disposal Administration, 785 Market Street, will receive bids until 2:00 p.m. June 18, on monthly accumulations of empty, used 5-gallon paint pails.

● Under Sales Catalog B-369-45, the same office will receive bids until 10:40 a.m., June 18, on firewood accumulating at the rate of about 60 tons per month.

SURVEY OF BUSINESS CONDITIONS IN SAN FRANCISCO

BRANCH OF ACTIVITY	APRIL 1945	APRIL 1944	PER CENT CHANGE	4 MONTHS 1945	4 MONTHS 1944	PER CENT CHANGE
GENERAL BUSINESS ACTIVITY San Francisco C of C Index 1935-39 Avg. = 100	187.4	171.1	9.5	197.8	178.5	10.8
CONSTRUCTION PERMITS						
Total..... (number)	472	355	40.0	1,661	1,488	11.6
Residential, New..... (value)	1,206,077	921,358	30.9	3,927,530	6,438,410	39.0
Single-Family Dwellings, New..... (number)	170	147	15.6	496	576	26.6
Non-Residential, New..... (value)	919,800	577,025	59.4	2,502,300	5,033,625	50.3
Additions, Alterations and Repairs..... (number)	87	82	6.1	282	609	53.7
Installations..... (value)	308,800	264,000	17.0	1,004,300	1,986,600	49.4
REAL ESTATE						
Sales..... (number)	11	9	22.2	33	32	3.1
Mortgages and Deeds of Trust..... (value)	20,925	78,375	-93.3	448,160	147,290	202.3
Releases..... (number)	219	140	56.4	771	562	37.2
Installations..... (value)	248,079	257,448	-3.6	884,916	1,219,463	27.4
Releases..... (number)	72	59	22.0	361	218	65.6
SALES..... (value)	17,273	8,510	103.0	92,149	38,030	142.3
RETAIL DEPARTMENT STORE SALES San Francisco..... (index)	178	158	12.7	189	157	20.4
FINANCE						
Bank Deposits..... (\$000)	1,610,013	1,465,893	9.8	6,847,455	6,322,085	8.3
Bank Clearings..... (\$000)	1,204,497	1,150,588	4.7	5,981,381	4,675,707	8.7
Postal Receipts..... (\$)	3,318,486	2,701,231	22.9	18,571,207	11,402,328	62.9
San Francisco Stock Exchange..... (no. shares traded)	614,859	381,504	61.2	2,711,680	1,954,499	38.0
..... (market value)	13,719,261	6,339,364	109.8	56,006,598	29,953,109	86.8
COMMERCIAL FAILURES (number)	2	1	100.0	5	7	-28.6
Liabilities..... (\$)	12,287	5,830	110.8	88,210	57,837	52.5
Assets..... (\$)	10,600	0	.....	11,035	6,184	78.4
EMPLOYMENT & PAYROLLS—BAY AREA (5 Co.'s) (a)						
Employment..... (index)	241.4	304.5	-20.7	271.9	313.1	-13.2
Payrolls..... (index)	469.8	583.2	-19.4	521.5	595.3	12.4
NON-MFG. INDUSTRIES (5 Co.'s) (a)						
Laundry, Cleaning, Dyeing..... (payroll)	165.3	150.7	9.7	165.7	150.8	9.9
Wholesale Trade..... (payroll)	159.5	145.2	9.8	156.7	140.6	11.5
Retail Trade..... (payroll)	138.9	129.7	7.1	138.6	128.6	7.8
Hotels..... (payroll)	199.0	177.6	12.0	198.8	174.3	14.1
PLACEMENTS IN SAN FRANCISCO—U. S. E. S.						
Industrial Placements..... (number)	10,172	10,361	-1.8	47,570	43,040	10.5
Commercial Placements..... (number)	9,090	9,248	-1.7	43,045	39,162	9.9
..... (number)	1,082	1,113	-2.8	4,525	4,425	2.3
TRANSPORTATION						
Freight Car Movements..... (number)	30,209	30,904	-2.2	120,725	122,727	1.6
San Francisco Airport Traffic..... (no. planes)	(d)	1,380	.....	(d)	5,481	.....
Express Shipments—Rail..... (no. passengers)	(d)	15,258	.....	(d)	59,880	.....
Air..... (number)	330,655	285,583	15.8	1,338,540	1,130,068	18.4
Air Mail Loaded..... (pounds)	9,685	7,220	34.1	39,969	29,886	35.1
..... (pounds)	(d)	660,749	.....	(d)	2,456,830	.....
UTILITIES AND NEW DEVELOPMENTS						
Electric Energy Sales Index..... (k.w.hrs.)	186	165	12.7	196	173	13.3
Water Consumers..... (cu.ft.)	1,166,349,100	1,031,011,700	13.1	4,507,926,800	3,350,845,100	34.5
Tourist and Settler Inquiries..... (net gain)	(d)	181	.....	(d)	738	.....
..... (number)	61	53	15.1	286	232	23.3
DAIRY RECEIPTS, FRUITS AND VEGETABLES						
Butter..... (pounds)	5,460,381	3,275,894	66.7	17,798,893	10,306,722	72.7
Cheese..... (pounds)	1,695,821	961,134	76.4	5,296,491	3,586,910	47.7
Eggs..... (cases)	117,490	131,440	-10.4	495,240	541,003	-8.5
Poultry, Dressed..... (pounds)	2,409,670	2,058,313	17.1	7,454,467	8,870,202	-16.0
Fruits and Vegetables..... (carlots)	1,706	1,570	8.7	6,685	6,752	-1.0
LIVESTOCK SLAUGHTER (b) (total number)	225,920	211,068	7.0	762,911	769,312	-0.8
Cattle..... (number)	38,583	31,181	23.7	164,640	125,044	31.7
Calves..... (number)	11,792	13,380	-11.9	32,406	28,986	11.8
Sheep and Lambs..... (number)	144,369	108,044	33.6	435,559	350,102	24.4
Hogs..... (number)	31,176	58,463	-46.7	130,306	265,180	-50.9
S. F. LIVING COSTS 1935-39 Avg. = 100						
Food..... (index)	148.4	142.2	4.4	146.7	142.4	3.0
Clothing..... (index)	142.0	135.1	5.1	141.9	134.1	5.8
Rent..... (index)	106.3	106.2	.....	106.3	106.1	0.2
Fuel, Electricity and Ice (c)..... (index)	92.6	92.6	.....	92.6	92.5	0.1
House Furnishing Goods..... (index)	130.9	120.9	7.9	132.4	120.9	9.5
Miscellaneous..... (index)	132.3	128.8	2.7	131.8	126.1	4.5
All Items..... (index)	132.6	128.3	3.4	131.9	127.6	3.7

(a) These data are based on reports submitted to the Division of Labor Statistics and Law Enforcement, State of California.

(b) Federal Inspection—San Francisco District.

(c) Gas costs have declined since 1925 and electricity costs since 1921.

(d) Not available for this survey.

Acknowledgment is hereby made to Thomas Magee & Sons, Dun & Bradstreet, Inc., local utilities, private organizations, Federal Reserve Bank of San Francisco, California State Departments of Industrial Relations, Agriculture, and Employment, and the United States Departments of Labor, Agriculture, and Commerce, and the United States Bureau of the Census, for the basic data each contributed toward this survey compiled by the Research Department, San Francisco Chamber of Commerce.

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, and refer to the Trade Tip's number.

SPECIAL NOTICE—During the last few weeks the World Trade Department has received numerous letters from liberated areas in Europe and North Africa, as well as from many nations of the Middle East. Letters from Belgium, France, Tunisia, French Morocco, Greece, India, Iran, Palestine, Lebanon, Turkey, Egypt, and Cyprus all indicate the writers' desire to establish trade relations with the United States, if not now, at least for the postwar period. Space does not permit us to list all the products offered or asked for, but a file of these letters is being kept available at the World Trade Department, and all interested parties are invited to come in and consult them.

3978 REPRESENTATION IN ARGENTINA—Otto Wald, Calle Emilio Mitre 233, Buenos Aires, would like to represent manufacturers of the following: textile machinery, cloth goods, metals, novelties, hardware, electrical appliances.

3979 TRADE WITH MEXICO—Compania Continental Importadora, S. de C. V., Mexico, D. F., is an import-export firm interested in widening connections. Can export: silver jewelry, silver cigarette lighters, compacts, barrettes, holloware, etc. Import on representation basis.

3980 COSTA RICAN EXPORTS—Alfredo Rivera, Apartado Postal 938, San José, Costa Rica, can export alligator hides and cattle horns.

3981 TEXTILES FOR ARGENTINA—E. Kalwil & Cia., Calle Florida 377, Buenos Aires, are anxious to represent manufacturers of all types of textiles—cotton, rayon, patterned, etc.

3982 PRODUCTS OF SPAIN—Commercial & Industrial Vequer, Diputación 239, Barcelona, Spain, would like to establish commercial relations with U.S. importers of the following: dried fruits, alcohol, wines and liquors, fruit and vegetable preserves.

3983 USED MACHINERY FOR CUBA—Cuban Commission Co., P.O. Box No. 40, Cienfuegos, Cuba, would like to handle industrial and farm machinery, line of tractors, wood-working machinery, tool machinery, diesel engines, etc., preferably used.

3984 EXPORTS TO HAWAII—Mr. E. Roy Bardin, Hilo, Hawaii, resident of Hawaii for 15 years, covering Hawaiian Territory, desires connection with manufacturers of cosmetics, greeting cards, furniture and other items.

3985 REPRESENTATION IN ARGENTINA—Sidera Internacional Import y Export, Calle Lavalle 1536, Buenos Aires, Argentina, wants the representation of firms producing silverware, crockery, porcelain; wire, agricultural tools, automobile accessories.

3986—REPRESENTATION IN VENEZUELA—Mr. Luis Eduardo Perez Rodriguez, Caracas, Venezuela, wishes to act as agent or representative of American firms dealing in dried and fresh fruits, canned meats, canned fruits and vegetables, leather for shoes, paper, hardware, novelties, drugs, chemicals and medicines in general. His associate, Mr. C. Rodriguez Jimenez, is staying at the St. Francis Hotel, Room 569, and would be glad to confer with local firms on behalf of Mr. Perez Rodriguez.

3987 SWEDISH PRODUCTS—J. G. Ullman & Co., Gothenburg, Sweden, wish to establish contacts with American importers of fish, hoard and trunk board as well as furs and fur skins.

3988 EXPORTS FROM COLOMBIA—Empresa de Productos Ceramicos "DELTY," Ltda., Edificio Matiz Nos. 42 y 43, Bogota, Colombia, are in a position to export to the United States the following articles: China and porcelain figurines, ash trays, book-ends, electric lamps, vases and plates with folkloric design.

SPECIAL NOTICE—TRADE WITH BRITAIN, FRANCE, AND THEIR OVERSEAS TERRITORIES. Frank J. Maurice is leaving in the immediate future on his first post-V-E trip, to London and Paris, to renew his contacts in those cities, including European offices of merchants operating branches around Africa and Asia. Mr. Maurice would be willing to use this opportunity to undertake missions for San Francisco firms in England and France. He may be reached at 2249 Dwight Way, Berkeley 4, AS 10147, or through the Chamber's World Trade Department.

TRANSITION THINKING

By Ralph Koeber, Manager
Research Department

Standing on the threshold of post V-E day and looking ahead to V-J day, it is apparent that a new period of national and regional transition and reconversion is at hand.

The San Francisco Bay Area will come in for a substantial share of necessary adjustments during the transition from a war to peacetime economy.

● At this moment, then, it might be well to look back on a transition period through which this region has already navigated. Here is one cross-section which may serve as an example:

If, on April 1, 1940, someone in authority had publicly declared that 85,000 residents, then living in San Francisco, or 13.5 percent of the total population, would move out during the next four years, what do you think the effect would have been on the economic and industrial development of the city?

● Actually, according to Research Department deductions, based on official census records, that is exactly what took place.

However, during the same four-year period, April, 1940 to April, 1944, 150,000 new civilian residents, and 86,000 military residents came to San Francisco, bringing the net gain to 151,000 residents, including military, and 65,000 without.

● In other words, for every resident who moved away from San Francisco during that period, 2.8 new residents moved in.

For the San Francisco Bay Area, inward movement, including military, brought nearly 4.5 residents for each one outbound.

Foreign Trade Week

Foreign Trade Association and San Francisco Chamber of Commerce members and officers, who helped spread the message of Foreign Trade through public addresses during the week, May 21-25, set aside for its observance, were announced today by E. J. MacFarlan, chairman, Foreign Trade Week Committee.

Brayton Wilbur, vice president of the Chamber and chairman, Foreign Trade Committee, spoke before the Martinez Chamber and the Berkeley Breakfast Club; O. C. Hansen, before the Stockton Transportation Association, and E. G. Davis, before the Redwood City Kiwanis Club.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details, contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6123—MR. JOHN B. HALEY, HALEY CHEMICALS, INC., Suite 217 Clay Peters Building, Reno, Nevada, would like distributor for items they are manufacturing: (1) fire extinguisher, designed for home and business establishments; (2) all purpose metal polish, cleans all types of metal, polishes automobiles and washes painted surfaces; (3) soap powder.

D-6124—MR. E. BORNETT, SPERLING & BORNETT, 225 West 34th Street, New York City, N. Y., would like salesman to sell as a sideline, leather accessories in the territory of California.

D-6125—MIDWEST NOVELTY COMPANY, 1439 West 9th Street, Cleveland 13, Ohio, would like to act as a jobber for such commodities as toys, novelties and gift items manufactured on the West Coast.

D-6126—MR. JOHN D. BLANEY, ALEXANDER METAL PRODUCTS LTD., 441 Seymour Street, Vancouver, B. C., Canada, manufacturing specialty items, would like to contact local manufacturers interested either in having their products made there on a royalty basis or in direct sale distribution.

D-6127—E. H. MAYER, 2120 E. Bennett Avenue, Milwaukee 7, Wisconsin, interested in contacting manufacturers on the West Coast, of drug sundries, novelty items of various kinds, specialties for hardware stores, and sporting goods items. Would like to add to his lines as a manufacturer's agent in Wisconsin and Minnesota.

D-6128—MR. W. R. MACLEOD, COMMERCIAL COMMODITIES COMPANY, INC., 1907 East Olympic Boulevard, Los Angeles 21, California, would like to contact salesmen now calling on Builder's Supply, Lumber Yards, and Paint Stores to sell their line of Dry Color Pigments of approximately 100 different shades for use in Paints, Stucco, Cement, and Mortar. Will pay liberal commission, sales help from the main office.

D-6129—MR. ALBERT G. BAUER, 4451 Sherwood Road, Philadelphia 31, Pennsylvania, would like to act as representative, distributor, or agent in Philadelphia.

Chamber Activities

● Thursday, May 31

12:15—Commercial Club—Board of Directors Meeting
12:15-1:15—Room 206—Junior Chamber Speakers Committee

● Friday, June 1

10:00-12:00—Room 206—U.S.O. Conference
12:15-1:15—Room 206—Junior Chamber Aviation Committee

● Monday, June 4

12:15—Commercial Club—Domestic Trade Committee
12:15—St. Francis—Retail Merchants Association Board of Directors Meeting
12:15-1:15—Room 207—Junior Chamber World Trade
1:00-3:00—Room 206—Iron and Steel Section

● Tuesday, June 5

11:15-12:00—Room 206—Red Cross Board of Consultants
12:15—Commercial Club—CANCOCO

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Bay Region Business

PUBLISHED BY THE

SAN FRANCISCO CHAMBER OF COMMERCE

Volume 2

Thursday, June 7, 1945

Number 23

Bay C of C Committees Plan for Reconversion

Procedure to Obtain Washington Office Service Defined

During the past year the duties and services of the San Francisco Chamber of Commerce Washington Office, under the direction of Frank E. Marsh, manager, have assumed tremendous proportions, Louis B. Lundborg, general manager of the Chamber, declared today, in defining the procedure for obtaining Washington Office service.

● Service to businessmen in the Bay Area and California, as well as the San Francisco Chamber, is included among Marsh's responsibilities, Lundborg added.

"For the benefit of new members and those not familiar with the procedure for contacting the Washington Office," Lundborg said, "requests must be channeled through the San Francisco Chamber.

"Any request directed to Miss M. A. Hogan, 335 Pine Street, will be dispatched immediately and will receive prompt attention by Marsh and his staff.

"Requests should be submitted in duplicate to Miss Hogan, so that one copy can be forwarded to the Washington Office and the other retained in the Chamber for our records."

S. F. Retailers Driving Ahead on Bond Sales

A partial report on the 7th War Loan drive received from San Francisco retailers up to and including May 23rd shows that the Retail Rangers of the 3rd Army have sold five and a half million dollars in war bonds, according to D. P. Street, managing director, Retail Merchants Association of the San Francisco Chamber of Commerce.

S. F. C of C Delegation Visits San Leandro on Good Neighbor Trip

Members of the San Francisco Chamber of Commerce Domestic Trade Committee and Board of Directors today visited San Leandro as guests of the San Leandro Chamber of Commerce and the Chrysler Motor Parts Corporation.

"This visit is part of the Domestic Trade Committee's Trade Area Relations or 'Good Neighbor' program and will enable business leaders in San Francisco and San Leandro to meet informally and discuss Bay Area developments of mutual interest," according to Carl Eastman, Chairman of the Domestic Trade Committee.

● Itinerary for the day includes a meeting at the City Hall at which time the San Francisco delegation will be welcomed by Mayor Thomas O. Knick. Verne Orr, vice president, Chrysler Motors, will speak on the automotive outlook for California.

● Mayors and chamber of commerce presidents and managers of all Bay Area communities will attend the luncheon, according to Leslie J. Freeman, secretary-manager of the San Leandro Chamber.

BEKINS VAN ANNIVERSARY

The 50th anniversary of Bekins Van and Storage Company, which was founded here in 1895, was celebrated last week at a reception in the Palace Hotel with officers and directors of the firm as guests to approximately 250 San Francisco businessmen. Seven members of the Bekins family, representing 35 warehouses in the middle west were present at the celebration.

A program to bring about coordinated relaxation of Federal controls in the San Francisco Bay Area has been formulated jointly by the Emergency Reconversion Committees of the San Francisco and Oakland Chambers of Commerce.

The program was adopted as San Francisco Chamber of Commerce policy at its Board of Directors meeting, May 31, and will be considered for approval by the Oakland Chamber Board, Monday, June 11.

● In approving the program, the San Francisco Chamber has dedicated itself to pursue relaxation of federal controls relative to manpower, production, materials, and prices as rapidly as is consistent with the successful prosecution of the war and orderly demobilization.

(The seven point program, as drafted by the Oakland and San Francisco Chamber committees, is printed in full on page 3.)

Attention: Tax Committee and Other Members

The Bar Association of San Francisco is holding a lecture on "Future Trends in Federal Taxation" given by Randolph E. Paul on Tuesday, June 12, 1945 at 8:00 p.m. in the Gold Room of the Palace Hotel.

The tuition fee is \$2.50.

● Paul was formerly tax advisor to Secretary Morgenthau and now is associated with Lord, Day & Lord of New York City.

Those interested in attending should contact the Bar Association, EXbrook 4461.

Assembly Passes Bill to Create State Aviation Study Agency

A.B. 2202, which would create a state aviation study commission, has been passed 64 to 8 by the Assembly and sent to the Senate.

The bill which was introduced by William Rosenthal was developed in collaboration with private aviation groups, according to Kenneth R. MacDonald, manager Aviation Department of the San Francisco Chamber of Commerce.

● In the meantime, A.B. 2188, which would give the Railroad Commission authority over air traffic rates was rejected by the Assembly 52 to 22.

The former bill (A.B. 2202) is supported by the Bay Area Aviation Committee, but the latter (A.B. 2188) is opposed by the Committee.

S.F. CofC Thanked for Active Support of Half Moon Bay Plan

Appreciation for San Francisco Chamber of Commerce assistance in actively supporting a breakwaters project for Half Moon Bay has been received from the Pillar Point Breakwater Committee.

● In a letter to Walter Rohde, manager, Chamber's Transportation Department, C. W. O'Brien, chairman, thanked Rohde for testifying in support of the project.

"It is due to such wholehearted interest and support that the committee feels that the project will be carried forward to ultimate realization."

S. F. C of C-Supported Napa River Project Given Approval

The District and Division Engineers have reported favorably on the proposal to deepen the Napa River and straighten out its channel, including the cutting of a new channel across the neck of Horseshoe Bend.

A 300 foot turning basin at Napa is also recommended.

● The report will be reviewed by the Board of Engineer for Rivers and Harbors in Washington, and if approved by that Board the project will be included in the next Rivers and Harbors bill.

Walter A. Rohde, Manager of the Chamber's Transportation Department, testified in favor of the project at the hearing before the District Engineer.

Industrial Tract Opened North of Santa Clara County

Considered the first substantial result of the San Jose Chamber's efforts to provide good factory locations for new industries, a 116-acre tract has been opened up north of Santa Clara by Peter J. Pasetta, Santa Clara contractor, and his associates.

Bay Areas Again Urged to Vacation at Home to Conserve Travel Space

"Join the campaign to vacation at home; let the man in uniform use your space to travel."

● This is the campaign slogan of the Office of Defense Transportation, which, in cooperation with the Army and Navy, is making an organized plea to Bay Areas to cooperate again in the effort to avoid unnecessary travel.

"I would urge all San Francisco Chamber members to cooperate with the ODT, as they did last year," declared Henry F. Grady, president of the chamber.

"The focussing of the nation's war effort on the Pacific makes travel space even more at a premium than it was last year."

● The San Francisco Chamber Travel Conservation Committee will again conduct an active local campaign to encourage vacationing at home.

18 Groups Hear C of C Speakers Bureau Head

Since taking up the chairmanship of the San Francisco Chamber of Commerce Speakers Bureau, J. Roger Deas, secretary, San Francisco Planning Commission, has made 18 talks before groups in San Francisco and throughout the Bay Area and Central and Northern California.

● Following are the names of groups addressed:

Berkeley Lions Club; Berkeley Chamber of Commerce; Parkside Improvement Club; Central and Northern California Chamber of Commerce Executives; Bay Region Building & Loan Executives Association; Hotel Greeters of America; Joint meeting of Fajaro Valley Chamber of Commerce, Agricultural and Rotary Club; Aptos Parent Teachers Association; Balboa High School; San Leandro Dads' Club; California Club; Financial Cashiers' Association; Richmond Masonic Club; Gyro Club; Sunset Mothers Club; Tanglewilde Chamber of Commerce; Fresno Lions Club; Park Presidio Civic Club.

First Year's Accomplishments of S. F. Safety Council Chapter Reported

The San Francisco Chapter National Safety Council on April 1 completed its first year of safety activities in San Francisco.

This Chapter is one of sixty-seven similar agencies located in the principal cities of the United States and functioning as a non-political, non-profit association for the purpose of bringing about reductions in the number and severity of all kinds of accidents.

● During a twelve month period in San Francisco, the Safety Council reports that 559 persons were killed and 57,200 were injured through accidental causes. The economic cost of these accidental deaths and injuries to San Francisco was estimated at \$25,100,000.

"Our Chapter has accepted the responsibility for developing accident prevention programs to combat these losses in San Francisco," Henry E. North, President of the Chapter stated. "We have already inaugurated safety programs in connection with Traffic, Commercial Vehicle fleet operation, and School Safety.

"Further activities are planned in Industrial, Traffic and also Home Safety.

"Contrary to the belief of many persons, more people have been killed in our homes during the last several years than in either industry or traffic."

● During the first year of its activities the Chapter points to results which have already been achieved through the Pedestrian Protection Program which has resulted in a drop in traffic deaths of 18 per cent and a reduction of 21 per cent in pedestrian fatalities. The Pedestrian Program and other traffic safety measures will be continued with renewed vigor with the cooperation of the San Francisco Police Department.

Ward G. Walkup is chairman of the Safety Council's Commercial Vehicle Safety Section and Roland Tognazzini, a Vice President of the San Francisco Chamber of Commerce, will chairman the Industrial Safety Committee.

● Activities of the Chapter are devoted to the reduction of accidents in this community. It is supported through industrial and business interests in San Francisco.

Elmer G. Johnson is the Managing Director.

Thompson Aircraft Tire Corp. Gets First Private Factory Order

Thompson Aircraft Tire Corporation has just received its first order from private manufacturers, from Consolidated Vultee Aircraft Corporation in San Diego, according to information received by Kenneth R. MacDonald, manager, San Francisco Chamber's Aviation Department, from Walter Schlichtmann, president of the corporation.

● Up to now this company has solicited business only from government and commercial airlines.

Thompson Aircraft Tire Corporation has built the first aircraft tire retreading factory in the United States and, probably, the world.

Available Surplus Materials Listed Below

• The Navy Material Redistribution and Disposal Administration, 785 Market Street, is receiving bids on the following surplus items:

• Under Sales Catalog B-383-45, until 10:00 a.m., June 8, on 2960 pieces of "Skytex" corrugated glass, originally used with fluorescent lighting fixtures.

• Under Sales Catalog B-382-45, until 10:00 a.m., June 8, on salvage material including air pistons, jigs, fixtures, and melting pots.

• Under Sales Catalog B-362-45, until 10:00 a.m., June 11, on the following assorted salvage materials:

Motor Generators	Water Canteens
Boiler Tubing	Canteen Cups
Canvas Hose	Forks—Knives
Fire-Fighting Suits	Spoons
Spray Pumps	Mess Kits
Nozzles & Couplings	Canteen Covers
Bags & Bagging	Paint
Post Hole Augers	Salmon Boards
Haversack	Hatchways
Shelter Halves	Deck Houses
Transit Tripod	Ferrous Scrap

• Under Sales Catalog C-336-45, until 10:00 a.m., June 12 on 31,166 lbs. of new cotton pack yarn, 8682 yards of square cotton braid, and on quantities of new paper cartons, boxes, and tubes.

Thomas Fair Neblett Appointed to Bay Area Aviation Committee

Roscoe Turner, Veteran Flyer, to Speak at NATA Meet, June 15

Roscoe Turner, veteran speed flyer, will be the principal speaker at the National Aviation Trades Association regional meeting at the Hotel Californian, Fresno, on Friday, June 15.

Turner, President of NATA, will fly to Fresno from Washington, according to Kenneth R. MacDonald, Manager of the Chamber's Aviation Department, and will report on such pressing aviation problems as disposal of surplus aircraft, the national airport program, aviation legislation and the manufacturing of new aircraft.

• All San Francisco Bay Area aviation enthusiasts have been invited to attend the one-day session at Fresno by Norman Larson, Secretary-Treasurer of NATA's 6th Region.

Appointment of Thomas Fair Neblett, Chairman of the Tenth War Labor Board, to serve on the Bay Area Aviation Committee was announced here today by Edward V. Mills, Committee Chairman.

• Neblett, whose aviation background includes experience as a private flyer, is at present a Captain, commanding the Second Group Civil Air Patrol in California.

Mills also announced the addition to the Committee of O. C. Sponheim, who will represent the San Mateo Chamber of Commerce on the Peninsula Sub-Committee; and Arthur Dahlgren, who will represent the Petaluma Chamber of Commerce on the North Bay Sub-Committee.

Neblett will serve in helping to promote and develop aviation as a member of the Airports Sub-Committee of the Bay Area Aviation Committee which consists of representation of aviation interests from the entire nine counties of the Bay Area.

Statement on Relaxation of Federal Controls

The following resolution was adopted by the San Francisco Chamber of Commerce Board of Directors, May 31, 1945, on recommendation of the Emergency Reconversion Committee:

WHEREAS, The soundest economy and a constantly improving standard of living will result from "full employment" in private business under a free enterprise system; and

WHEREAS, The San Francisco Bay Region has experienced the greatest growth in population during the war period of any corresponding area in the United States because of the number of persons required to man war plants which could function more efficiently and economically in this area than elsewhere; and

WHEREAS, The San Francisco Bay Region, because of its rapid growth in population, is faced by serious employment adjustment problems; and

WHEREAS, Citizens of the Bay Region are unalterably committed to every possible effort to win the war in the Pacific as soon as possible; and

WHEREAS, The necessity of unprecedented wartime controls has been generally recognized and this has been demonstrated by the cooperation of all elements of the public in making the controls and the work of the respective agencies as effective as they have been; and

WHEREAS, Experiences since the end of the war in Germany have emphasized the necessity of doing all possible to speed the reconversion to a peacetime economy at the proper time to avoid disastrous gaps in employment; and

WHEREAS, There are already evidences that unwarranted controls for controls' sake are insidious in their effects on employment opportunities;

NOW, THEREFORE, BE IT RESOLVED that it shall be the policy of the San Francisco Chamber of Commerce to:

- (1) Bring about the coordinated relaxation of Federal controls relative to manpower, production, materials, and prices as rapidly as is consistent with the successful prosecution of the war and orderly demobilization;
- (2) Urge simplification of government procedures, elimination of duplications between agencies in the exercise of controls and

the decentralization of the authority of Federal agencies for the balance of the war period and the demobilization era to regional offices which will be better able than Washington headquarters to adapt the administration of regulations to meet rapidly changing conditions peculiar to specific areas;

- (3) Watch for and be prepared to discourage the misuse by Federal agencies of textiles, lumber and other materials because of the decisive bearing which the availability of these materials has on long-range employment opportunities;
- (4) Seek to bring about the realistic immediate adjustment of manpower controls which are maintained in behalf of specific, limited needs, but which prevent available manpower from being productively employed;
- (5) Demand administration of controls in the light of actual conditions in order that there will be a minimum of instances where arbitrary rulings prohibit employment when plant facilities, manpower, management know-how, materials and orders are available for specific enterprises;
- (6) In connection with travel and shipping seek recognition of the importance of commerce, mining and other elements of the American economy at least equal to that given horseracing and other sports;
- (7) Actively support proceedings in reference to Price Control which will gain assurance that

(a) price ceilings during the reconversion period shall not be so administered as to be an impediment to employment and production;

(b) Federal pricing policies shall be designed to prevent inflation and not to regulate profits;

(c) pricing regulations shall not be used to compel business changes;

(d) no controls will be promulgated or innovations introduced without prior consultation with industry advisory committees as provided in the Act.

AND BE IT FURTHER RESOLVED that all departments and offices of the San Francisco Chamber of Commerce be instructed to undertake such activities as will gain support for and make the preceding policies effective.

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, and refer to the Trade Tip's number.

SPECIAL NOTICE—During the last few weeks the World Trade Department has received numerous letters from liberated areas in Europe and North Africa, as well as from many nations of the Middle East. Letters from Italy, Belgium, France, Tunisia, French Morocco, Greece, India, Iran, Palestine, Lebanon, Turkey, Egypt, and Cyprus all indicate the writers' desire to establish trade relations with the United States, if not now, at least for the postwar period. Space does not permit us to list all the products offered or asked for, but a file of these letters is being kept available at the World Trade Department, and all interested parties are invited to come in and consult them.

3989 LEATHER ARTICLES—M. Bogin, Moreno 3269, Buenos Aires, Argentina, manufacturers and exports leather articles such as: handbags, wallets, billfolds, office requisites, jewelry cases, gloves, belts, etc. Merchandise made of alligator, snake, lizard, frog, or pigskin.

3990 MEXICAN SILVER—Casa Charles, Dolores 16, Depto. 206, Mexico, D.F., offers silver articles such as: lighters, identification bracelets, earrings, pins, necklaces, cigarette cases, etc.

3991 REPRESENTATION IN SAN SALVADOR—R. Ruiz Oudros, Apartado Postal 254, San Salvador, El Salvador, is interested in representing firms exporting fresh fruits and canned goods.

3992 RELIGIOUS GOODS FROM CUBA—Cuban Wood Novelty Works, Apartado 268, Habana, Cuba, would like to be put in touch with some firm willing to handle their rosaries and religious goods on a commission basis.

3993 PAPER FOR ARGENTINA—Casimiro Polledo S.A.C.G., 2930 Alsina 2934, Buenos Aires, Argentina, would like to handle all kinds of paper for American manufacturers. Act as representatives or import direct.

3994 EXPORTS TO NEW ZEALAND—G. M. Ashton, 146 St. Andrew's Road, Epsom, Auckland, N.E. 3, wishes to get in touch with wholesalers or manufacturers of machinery for making venetian blinds.

3995 MANILA TRADE—Azelius & Sons, 436 Santa Mesa, Manila, Philippine Islands, would like to get in touch with firms handling: barber supplies, old newspapers, bottle caps, commercial calendars, general line of office stationery. Plan to export copra cake.

3996 REPRESENTATION IN ARGENTINA—J. Cherniavsky, Calle Bne. Mitre 2257, Buenos Aires, Argentina, would like to represent manufacturers of novelties, dry goods, gift wares, plastics, etc.

3997 REPRESENTATION IN ENGLAND—James Ashton, 40 Templar Road, Summertown, Oxford, England, would like to represent American firms.

3998 DRY GOODS FOR ARGENTINA—Scheafer & Strasser, Sarmiento 2580, Buenos Aires, Argentina, is anxious to import dry goods, from the factory, exporters, or agents.

3999 TRADE WITH SPAIN—Co-El, Apartado 248, Barcelona, Spain, would like to hear from manufacturers, exporters, agents. Are especially interested in: fertilizers, synthetic resins, nylon, optical crystal, varnish, hops extract, chemical products, etc. Also prepared to export.

SPECIAL NOTICE—Irving N. Gabriel, 207 Powell Street, San Francisco 2, manufactures a line of cord wrapped decorated bottles and glasses to match and would like to get in touch with exporters interested in the purchase of gift wares for export to Latin America.

Reopening of Private Trade With Philippine Islands Announced

Announcement last week of the reopening of private trade with the Philippine Islands was welcomed by San Francisco Bay Area foreign traders, many of which have long done business in that area, according to Kenneth H. Campbell, manager, World Trade Department, San Francisco Chamber of Commerce.

At the suggestion of the World Trade Department, Frank E. Marsh, manager of the Chamber's Washington Office, investigated into the details in connection with allocation of shipping space and licensing, and as a result full information is available at the World Trade Department for those interested.

● The first ship, provided by the War Shipping Administration, will leave the west coast some time near the end of June with about 8,000 tons of cargo.

It is expected that the June sailing will include mostly food, milk products, textiles and medical supplies.

BERKELEY C OF C MEMBERS

As a result of a recent membership drive, the Berkeley Chamber of Commerce reports that it now has more than a thousand members and has raised around \$5000 in new money—a record high for the Chamber both in annual budget and in enrolled members.

Chamber Activities

● Thursday, June 7

10:45—San Leandro Good Neighbor Visit—Domestic Trade Committee
12:15-1:15—Room 206—Junior Chamber Speakers Committee

● Friday, June 8

12:15-1:15—Room 206—Junior Chamber Aviation Committee
1:45-4:00—Room 207—Veterans Council
5:00-6:00—Room 207—"Night On Barbary Coast" Committee

● Monday, June 11

12:15-1:15—Room 206—Junior Chamber World Trade

● Tuesday, June 12

10:00-12:00—Room 207—Municipal Affairs Committee
10:00-12:00—Room 206—Salvage for Victory Committee

● Wednesday, June 13

12:15—Commercial Club—Mining Committee
1:30-5:30—Room 206—Veterans Council
5:30—Room 207—Junior Chamber Public Health

C of C Representative at Supervisors' Meeting

Attending the Board of Supervisors meeting, Monday, June 4, was:

W. Lansing Rothschild, member San Francisco Chamber Board.

IRAQ BUSINESS MEN HERE

Sheik Hafidh Al-Kadi, businessman from Iraq, and his brother, Mustafa, arrived in San Francisco, June 5th, to confer with local businessmen.

They are staying at the St. Francis Hotel for several days.

Sheik Al-Kadi is head of a leading business firm in Iraq which represents many American manufacturers. He is also an official of the Baghdad Chamber of Commerce.



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Insurance Committee Formed by S. F. C of C; Andrew Lynch Heads

Formation of an Insurance Committee of the San Francisco Chamber of Commerce, with Andrew J. Lynch, Cosgrove & Co., as chairman, was announced today by Henry F. Grady, president.

● **Appointment of committee members** is now in process and will be announced in the near future.

"The Chamber's Insurance Committee will advise on matters affecting the industry itself and the insuring public, and will be composed of representatives of the various insurance fields and of insurance buyers," Grady explained.

● **Overall purposes** of the new committee will be to deal with problems of insurance as they affect the industry and the insurance buyer; to act as a clearinghouse for insurance problems and remedies and serve as a meeting of minds for all elements of the insurance industry.

● **The committee** will also serve in an advisory capacity to inform chamber members of legislation affecting their insurance and keep them abreast of broad major developments.

"San Francisco is the insurance capital of the West and the Chamber feels that it is taking an important step in the organization of this committee representing a major segment of this community's business life," Grady concluded.

Bay Area Aviation Committeemen Testify at State Capital

Representatives of the Bay Area Aviation Committee testified before the State Senate Governmental Efficiency Committee, Tuesday, June 12, in support of an aviation study commission bill, A.B. 2202, which was passed by the Assembly and is now up before the Senate.

Those testifying are Ivar Akselsen, Pacific Aircraft Co., and Private Flyers of America, Weldon Vance, Berkeley Chamber, and Kenneth R. MacDonald, San Francisco Chamber.

A.B. 2202 was developed by William Rosenthal in collaboration with aviation interests in California. It eliminates all possibilities of conflict between the commission and already existing government regulatory agencies.

Reasons for "Vacation at Home" Plea Told by C of C Committee

Opportunities for Jobs After the War Told at Richmond Launching

"Because of the recent expansion in our normal manufacturing over such operations in 1940, the Bay Area will have more than enough manufacturing jobs to support the present population, and thousands of workers will be required to balance out the situation in other than manufacturing employment, such as retail and wholesale trade, service establishments and construction," G. L. Fox, manager, Industrial Department of the San Francisco Chamber of Commerce, said at a Richmond Shipyard No. 4 Launching Ceremony on June 8.

"As much as 16 percent of our entire population has been engaged as factory wage earners during recent years," Fox pointed out. "This distortion of the population structure has created many inconveniences for newcomers to the region, in regard to housing, and recreational, travel and educational opportunities.

"While maintenance of all war production efforts is still imperative, once the war ends, there are many factors which indicate that population gains will be retained, although it is not likely that as many persons as are now employed in manufacturing will be needed in the manufacturing field."

"Vacation at home—or not too far away!"

This is the plea of the Travel Conservation Committee of the San Francisco Chamber of Commerce.

"Information from the Office of Defense Transportation indicates that the passenger transportation situation is extremely critical," declared Walter A. Rohde, manager, Chamber's Transportation Department.

● Passenger officials of local railroads and bus lines state even more dramatically, in terms of actual loads, that the demands being made on these carriers are tremendous, Rohde added.

The load falls particularly on rail and bus lines between San Francisco and the East, Southern California and the Pacific Northwest, also on lines serving military camps in California.

● For this reason, the Travel Conservation Committee urges all residents of San Francisco and the vicinity to vacation at home, or at nearby resorts which will not require travel on already burdened rail and bus lines, and to avoid all other travel that is not absolutely necessary to further the war effort.

● Background facts on the necessity to keep transportation lines free for military purposes are included in the following statement by Col. J. Monroe Johnson, director, ODT:

"With our troops returning from Europe at the rate of 300,000 a month, their dispersal through the country on furlough, and the dispatch of large forces to West Coast ports to fight Japan, all forms of transportation throughout the entire country will be more heavily burdened than at any time since the war began. We had nearly four years to transport our victorious army to Europe. We must now move nearly three and one-half million men half-way around the world in ten short months. The job is impossible unless all non-essential or non-vital travel is eliminated."

SURPLUS GOODS AVAILABLE

- Under Sales Catalog B-387-45, the Navy Material Redistribution and Disposal Administration, 785 Market Street, will receive bids until 10:00 a.m., June 15 on 925 metal shock mounts with rubber cushions, originally used for mounting radio equipment but possibly usable for mounting gasoline or electric motors or other machinery.
- Under Sales Catalog B-22-45, the Naval Air Station at Alameda (Lt. R. A. Kremp, Bldg. 112, for quantities) will receive bids until 10:00 a.m., July 6 on inspection of new brass, bronze, nickel, alloy steel and beryllium bars.
- Under Sales Catalog B-277, the Supply Department of the Mare Island Navy Yard will receive bids until 2:00 p.m., June 20 on quantities of new pins, turnbuckles, shackles, thimbles, plugs, figures, treads, hooks, rings, scoops, glasses, discs, springs, propellers, gaskets, wildcats, rotors, wire.

The Maritime Commission has 641 new lighter-transport type knockdown barges for sale. They are being sold at \$19.95 each on a "first come, first served" basis, is, F.O.B. location" basis. Dimensions are: length—60 feet; width—18 feet; depth—5 feet. 315 are located at the Lathrop Holding & Reconsignment Point, Lathrop, California. Information is obtainable from the Materials Disposal Section, Contract Settlement and Surplus Materials Division, U.S. Maritime Commission, Washington 25, D.C.

The Maritime Commission also has for sale 258 new and used three-blade manganese bronze propellers. They range from 18 to 48 inches in diameter with varying pitches and are priced from \$17.33 to \$265 each. Further information is obtainable from the Maritime Commission office mentioned above.

Plans Revealed by FEA on Export to Philippine Islands

Certain commodities for shipment to the Philippine Islands are to be licensed by the Foreign Economic Administration in the second quarter of this year and therefore must be processed during the month of June.

These commodities can be shipped—provided shipping space is available—during the latter half of 1945.

● This information was relayed to the World Trade Department of the San Francisco Chamber of Commerce by the Chamber's Washington Office, after that office was informally advised by the Foreign Economic Administration in Washington, D. C.

Shippers should apply to steamship companies for space, and it is expected that a circular covering shipping instructions will be issued this week.

● Releases—The FEA is working with the Army to obtain releases of stocks for certain of the commodities desired for the latter half of the year, so that these commodities may be procured and shipped through private trade channels.

For further information contact the Chamber's World Trade Department.

State Water Authority Bills Commended

Support of State legislation to create a State Water Authority has been recommended to chambers of commerce represented in the Central and Northern California Chamber of Commerce Executives (CANCOCCE).

● At a meeting of CANCOCCE on June 5, in San Francisco, Buraham Enerson, member, California State Chamber Conservation and Utilization of Water Committee, strongly urged California chambers study pending legislation S. B. 897 (State Water Authority Bill), and S. B. 677 (State Water Control Bill), and to take action to promote passage of the bills.

The legislation would provide a cohesive plan for water utilization in the state, Enerson explained, and would enable localities with water problems to seek technical advice from an agency which would be conversant with California water utilization problems.

Foster's Brochure

Foster Lunch Systems, Ltd., souvenir folder, "SAN FRANCISCO—Golden Gate to World Peace" is a fine contribution to our community and will make an excellent souvenir for conference visitors, Louis B. Lundborg, general manager, San Francisco Chamber, declared in a letter to David W. Moar, president, Foster Lunch Systems, Ltd.

S. F. Airport Expansion Program Supported

Over 6,000 Federal Orders Published in 13-Week Period

The following information has been prepared by Mr. C. J. S. Williamson, Washington representative of the California State Chamber of Commerce:

Orders, rules and regulations issued May 29 to June 9 inclusively, as published in the Federal Register

May 29	158
30	156
31	104
June 1	104
2	89

611 Total for week

June 5	154
6	33 (covering 152 pages)
7	91
8	71
9	103

452 Total for week

5,777 Total for 12 previous weeks

6,229 Total for 13 weeks

Expansion of San Francisco Airport has been unanimously endorsed by the Bay Area Aviation Committee.

The Committee supported presentation at the next election of a twenty million dollar bond issue to finance the expansion.

Federal Aid Program Principle Endorsed by Aviation Group

The Bay Area Aviation Committee has approved the principle of a Federal Airport Aid program.

"The airport is to the airplane, what the highway is to the automobile," explained E. V. Mills, chairman of the committee.

"Future development of aviation and air commerce in California and the United States demands a comparably adequate system of airports and other landing facilities.

"The costs involved in obtaining necessary landing facilities are such that a federal program of airport aid on a matching dollar for dollar basis is essential."

"Like its noted harbor," Edward V. Mills, Committee Chairman, declared, "San Francisco's skyharbor is the leading commercial airport on the Pacific Coast and is the hub around which all future Bay Area commercial air transportation will develop.

"The airport must be greatly expanded to handle anticipated increase in air traffic. Many key cities, including Los Angeles, have already provided funds for airport expansion to accommodate the larger airplanes planned."

San Francisco airport, if expanded, according to L. A. Elsener, Chairman of a Special Sub-Committee appointed by the Bay Area Aviation Committee to report on the expansion, will offer facilities providing fast transportation and will make San Francisco first in communication with the Orient.

The Army and Navy, Elsener stated, have already spent considerable sums at the airport developing patrol bases and the added military value of increased facilities is obvious.

"The process of issuing bonds to finance expansion of the airport now is simply a form of borrowing money just as any good business firm does to take advantage of the opportunity for immediate gains, rather than wait until funds are accumulated for the same purpose.

"An indirect gain which must not be overlooked," Elsener continued, "is the supplemental industrial development which will provide jobs for workers, many of whom will be our own sons back from the war."

Marin Shipping Facilities

Actual construction of the Army's "Bay Area Shipping Facilities" in the vicinity of California Point in Marin County has now been authorized.

Plans, specifications and contract proposals are under way, amounting to approximately \$13,000,000.

S. P. Service Day

In honor of the more than 19,000 Southern Pacific men and women who have entered the armed forces, the 92,000 home front employees of the railroad will today observe their third annual "Southern Pacific War Service Day."

POSTWAR LABOR FORCE TABLE

Following is one of a series of tables showing the results of a sample Bay Area labor force survey conducted by the Regional Labor Survey Conference in local shipyards.

This table shows the employees intending to remain in the Bay Area after the war, by county residents in 1944, color, postwar job intentions, family status, and 1944 housing.

ITEM	County of Residence		
	Alameda	Contra Costa	San Francisco
	Pct.	Pct.	Pct.
Color			
White	85	89	76
Negro	13	10	6
Other	2	1	18
Postwar job intentions			
Remain in labor force			
Nonfarm	79	82	77
Employee	77	80	75
Own business	72	77	69
Farm	5	3	6
Withdraw from labor force	2	2	2
Undecided	7	6	4
Family status			
Single	14	12	19
Married, with family	24	22	32
Married, with part of family	67	67	56
Married, alone	5	6	6
1944 housing			
Own house	4	5	6
Rented house	32	30	17
Apartment	21	14	0
Hotel or rooming house	30	37	54
Other	10	11	15
	7	8	5

No Western Summer Market To Be Held This Year—Runyan

The home goods markets traditionally held in San Francisco in July or August will not be held this year, Frank K. Runyan, president of the Western Merchandise Mart, has announced.

"These markets, which have been held in San Francisco for thirty years, are an important link in the wholesale distribution of furniture, floor coverings, home appliances, housewares and giftwares, and related merchandise," Runyan said.

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, and refer to the Trade Tip's number.

SPECIAL NOTICE—During the last few weeks the World Trade Department has received numerous letters from liberated areas in Europe and North Africa, as well as from many nations of the Middle East. Letters from Italy, Belgium, France, Tunisia, France Morocco, Greece, India, Iran, Palestine, Lebanon, Turkey, Egypt, and Cyprus all indicate the writers' desire to establish trade relations with the United States, if not now, at least for the postwar period. Space does not permit us to list all the products offered or asked for, but a file of these letters is being kept available at the World Trade Department, and all interested parties are invited to come in and consult them.

4000 REPRESENTATION IN CUBA—Pedro Reyes Armada, Apartado 26633, Havana, Cuba, is interested in representing manufacturers of hardware, prime materials, miscellaneous manufactured products, on a commission basis.

4001 FOOD PRODUCTS FOR DOMINICAN REP.—Cesar Iglesias, C. por A., Apartado 881, Ciudad Trujillo, Rep. Dominicana, would like to get in touch with manufacturers, especially those exporting foodstuffs and canned goods.

4002 TRADE WITH URUGUAY—Casa Carlos Steffen, Ltda., Colonia 1143, Montevideo, Uruguay, are engaged in the manufacture and sale of chemicals, drugs, pharmaceuticals, perfumes, etc., and would like to extend their sales to include other American products.

4003 EQUIPMENT FOR DOMINICAN REP.—J. D. Vicini, Apartado 1165, Ciudad Trujillo, Rep. Dominicana, would like to communicate with manufacturers of the following: various raw materials, foodstuffs, machinery, general equipment, construction materials, etc.

4004 REPRESENTATION IN CUBA—Jose Pairot e Hijo, P.O. Box 1191, Havana, Cuba, want to obtain representations and act as selling agents. Have been established as commission merchants for the last 35 years, handling foodstuffs, canned fish, canned vegetables, textiles, hardware, sanitary articles, etc.

4005 EXPORTS FOR COLOMBIA—Hans Meyer G., Apartado Aereo No. 89, Cali, Colombia, is anxious to contact firms producing the following: cosmetics, novelties, trinkets, toys, radios, typewriters, wire cloth, chemicals, rubber products, wines, edible oils and fats, canned foods, general merchandise.

4006 REPRESENTATION IN MEXICO—Juan D. Lange, Apartado Postal No. 7147, Mexico, D.F., wants to represent firms manufacturing all kinds of equipment and supplies, and machinery and supplies for small industries.

4007 TRADE WITH PANAMA—Industrial Santeo, Calle Colon 23, Panama, R.P., want to make new contacts with manufacturers and exporters to represent them in Panama and neighboring Latin American countries. Extensive list of products desired at World Trade Department.

4008 EXPORTS FROM FIJI—Zaveri Bros., P.O. Box No. 19, Lautoka, Fiji, can export handmade tortoiseshell, silver uluggee jewelry, loose cat's eyes, and tortoiseshell or silver jewelry mounted with cat's eyes.

4009 ELECTRICAL EQUIPMENT FOR PANAMA—Almacén Electrico Lloyd, Arica, Chile, would like to get in touch with electrical wholesale and retail stores.

4010 OFFICE MACHINERY FOR MEXICO—Comisiones y Representaciones del Centro, S. de R. L. de C. V., Apartado Nam. 311, San Luis Potosi, Mexico, want to represent firms manufacturing office machinery and specialties.

4011 SWISS TRADE—Comptoir Th. Eckel A.-G., Basel, Switzerland, would like to get in touch with firms dealing in church articles and would like to import figures of Christ. Further information at Consulate of Switzerland, 100 Bush Street, San Francisco.

SPECIAL NOTICE—Gentleman leaving soon for South America—Argentina, Uruguay, Brazil—and seeks exclusive representation of American exporters interested in those markets. Interested parties write to: Mr. Pablo Despagne, C/O Consulate of Uruguay, 58 Sutter Street, San Francisco.

Clinic to be Held July 17, 18 for CANCOCCE Members

War Contractors Trained Here for Contract Termination

Representatives of more than 400 Bay Area war contractors have been trained in procedures for settlement of terminated contracts, according to Commander E. A. Cunningham, U. S. Navy, Retired, of the San Francisco Termination Coordination Committee.

"Every war contractor, prime or sub, faces the possibility of termination of his contract," said Commander Cunningham. "The Army and Navy are anxious to settle his claim and clear his plant as quickly as possible so that he may undertake other war production or resume civilian work without delay, but this cannot be done unless the contractor knows how to prepare and submit his claim."

● All war contractors, large or small, are invited to send representatives to training sessions conducted regularly by a team of Army and Navy officers every Wednesday and Friday afternoon at 12:45 at the University of California Extension Division, 540 Powell Street.

Reservations may be made by phoning Lieut. M. B. Shove, USNR, at Klondike 2-2300, extension 282.

Chamber Activities

● Thursday, June 14

11:00-12:15—Room 206—Committee for Economic Development

12:15—Commercial Club—Board of Directors

12:15—Commercial Club—Postwar Planning Committee for Foreign Trade

12:15-1:15—Room 206—Junior Chamber Speakers Committee

2:00-4:30—Room 206—Hospital Conference

● Monday, June 18

12:15—St. Francis—Retail Merchants Association Board

12:15-1:15—Junior Chamber World Trade

A two-day Clinic for Central and Northern California Chamber of Commerce Executives (CANCOCCE) will be held July 17 and 18, sponsored jointly by the United States Chamber of Commerce and CANCOCCE.

Location will be decided upon by the CANCOCCE program committee and will be announced in the near future.

● This clinic will take the place of the annual Western Institute of the United States Chamber, which has been cancelled this year because of Office of Defense Transportation travel restrictions and wartime regulations.

Tydings Report on Philippine Mission at Chamber Office

The text of a report to the Senate by Senator Millard E. Tydings (Md.), on his recent Mission to the Philippine Islands is available for consultation at the World Trade Department of the San Francisco Chamber of Commerce.

The report is contained in the Congressional Record of June 7, and was forwarded to Kenneth H. Campbell, manager, World Trade Department, by the Chamber's Washington Office.

WASHINGTON NOTES

Continued from page 1

the fact that the federation will not be formed to fight governmental agencies but will act on all major problems as a parent group with Washington headquarters, employing the best possible personnel for all its activities.

● **Automobiles**—The nation's supply of new 1942 automobiles is now estimated at less than 4,000, according to the Office of Price Administration.



Bay Region Business

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SAN FRANCISCO CHAMBER OF COMMERCE

Volume 2

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Number 25

WASHINGTON NOTES

From Washington Office,
San Francisco Chamber of Commerce

● **China**—"Lend-lease assistance provided by the United States to China in the form of materials of war actually sent to her since the start of the program in March 1941, or consigned to United States generals for transfer to the Chinese forces in the Far Eastern theatre, totaled \$458,874,000 through April 1945.

"Indicative of the steadily growing volume of lend-lease aid to the Chinese during recent months is the fact that during the month of April we provided to our Chinese ally materials and services valued at \$61,000,000, as compared with a total of \$4,000,000 during the corresponding month a year ago.

"The current program of lend-lease aid to China involves steadily-increasing aid, so that the Chinese forces armed with American weapons and trained by Americans, may continue to strike at the common enemy on the Asiatic mainland while the American, British and other allied forces are striking at the Japanese in the Pacific and on the home islands. ... Leo T. Crowley, Foreign Economic Administrator.

● **Autos**—To protect buyers who pay warranted prices for used passenger automobiles, trucks and motorcycles, the Office of Price Administration has announced that only sellers who have adequate reconditioning and service facilities will be permitted to charge warranted prices after August 1.

A warranted vehicle is a vehicle in good operating condition and carrying a written guarantee under which the seller agrees to make stated repairs at 50 per cent of his normal charges during the 30 days following sale or the first 1,000 miles of operation, whichever comes first.

[Continued on Page 4]

FLASH!

A.B. 1531, known as the Urban Redevelopment Bill, has been passed by the State Senate and is awaiting the Governor's signature.

Bay Area Chambers Studying Oakland-S. F. C of C Program

Sites Building Section of S. F. CofC Industrial Committee Appointed

Appointment of a Sites and Building Section of the San Francisco Chamber of Commerce Industrial Development Committee was announced today by President Henry F. Grady.

J. F. Barrett and Hilp is chairman of the Committee.

With many important factory location problems for its immediate attention, the group will hold its initial luncheon meeting at the San Francisco Commercial Club on Friday, June 22.

Members of the section are as follows:

V. A. Bellman, General Petroleum Corp.
Monroe A. Bloom, Anglo-California National Bank
James Q. Brett, Coldwell, Banker & Company
J. M. Carlson, Central Electric Company
Lt. Col. E. J. Ellington, Division Engineers Office
Frank P. Gomez, Harrison, Weidemuller Co.
J. W. Grace, The Western Pacific Railroad Co.
J. H. Coupin, The Western Pacific Railroad Co.
Chester D. Lafferty, Southern Pacific Company
T. A. Maas, Bothin Real Estate Company
Fred J. Mahr, Pacific Gas and Electric Company
Vincent T. Mead, Buckbee-Thorne & Co.
John S. McCullough, Jr., Reconstruction Finance Corporation
J. E. Place, The Atchison, Topeka & Santa Fe Railway Co.
L. Deming Tilton, City Planning Commission
Captain E. E. Williams, Public Works Office, 12th Naval District

S. F. Birthday Lunch

The 169th anniversary of the founding of San Francisco will be observed Friday, June 29, with a luncheon in the St. Francis Hotel.

● **Principal speakers** will be: Dr. Frederick L. Paxson, head of the History Department, University of California; Dr. Victor Andres Belande, delegate to UNCIO from Peru; and Col. H. H. Galliett, Commanding Officer, Presidio, San Francisco.

● **Sponsors** will be the San Francisco Historical Committee, assisted by the National Council of Catholic Women and the Mayor's Citizens Committee.

The San Francisco Chamber of Commerce will join with the other organizations in sponsoring the luncheon and tickets will be on sale at the Chamber today at \$2.00 per ticket.

Other San Francisco Bay Area chambers of commerce are today studying a joint action by the Oakland and San Francisco Chambers recommending a specific program for co-ordinated relaxation of wartime federal controls.

In order to make the position of the San Francisco Chamber identical to the Oakland Chamber action of June 11, the San Francisco Chamber directors have adopted an addition to their May 31 resolution on reconversion policies.

Both the Oakland and San Francisco Chambers now seek assurances that "price controls on manufactured products requiring substantial and hazardous capital outlays for development and marketing will be eliminated in order to facilitate and encourage the conversion of war plants."

This addition and the original program for coordinated relaxation of federal controls was developed jointly by the Emergency Reconversion committees of both chambers of commerce.

VACATION AT HOME CAMPAIGN UNDER WAY

The campaign of the Travel Conservation Committee for the 1945 vacation season is now well under way and has the enthusiastic support of all members of the committee and of the Chamber of Commerce, according to Robert H. Willson, Chairman of the Committee.

Newspaper articles and editorials are calling attention of the public to the necessity of strictly limited civilian travel. Space for four hundred street car cards has been contributed by Fielder, Sorensen and Davis and fifty billboards by Foster and Kleiser. Small folders will be issued to customers by the retail stores.

Carl Eastman of N. W. Ayer & Son contributed the design for car cards and posters; Claude E. Peterson, Vice President in charge of Passenger Traffic, Southern Pacific, the printing of all the items; and the various local radio stations will contribute time further to promote the campaign.

S. F. CofC Supports Airport Expansion Program

May Industrial Expansions...

—By the Chamber's Industrial Department

Investments aggregating more than \$6,035,000 in new and expanded northern California industrial enterprises were recorded in May 1945. This represented a gain of \$2,176,000 over April.

● **The increased industrial development tempo in the area was demonstrated by 38 new plants with outlays of \$4,602,000 and 27 expansions totaling investments of \$1,433,000. Important permanent employment for hundreds of workers is thereby promised.**

Substantial gains for May were reported in San Francisco where 7 new factories and 13 expansions, aggregating expenditures of \$541,000, will afford approximately 350 jobs. This compares with \$448,450 and 260 jobs reported for April of this year.

● **Comparative figures for May 1944 were 4 new plants and 3 expansions with outlays of \$180,000 and 130 jobs.**

Important announcements in northern California for May include:

● **Bethlehem Steel Co.,** Third and Mariposa Streets, San Francisco, started construction on a \$250,000 steel frame warehouse building, as an important adjunct to its San Francisco operations.

● **The Macco Construction Co.,** of Oakland is taking over Old Mission Quarry, in Guadalupe Valley, San Mateo County, and will develop extensive operations there to include one large primary crusher, two large secondary crushers, an asphaltic plant, a concrete batching plant and pug mill. A railroad will be built into the quarry, and there are future possibilities for a barge terminal.

● **The Firestone Rubber Company** will construct two guayule processing plants in Bakersfield and two plants for the same purpose in Patterson, Stanislaus County. Each plant will cost upwards of \$400,000, total expenditure for the 4 plants to approximate \$1,600,000.00.

● **The Challenge Cream & Butter Association,** 896-22nd St., Oakland, will erect a \$500,000 creamery and cheese manufacturing plant on a recently acquired full two-block site on Allston Way between 2nd and 4th Streets in Berkeley.

● **Santa Clara County Dehydration Plants** were reported as follows:
Morgan Hill Cooperative Dryer, 4-tunnel \$25,000 plant;

East Side Cooperative Dryer, San Jose, 4-tunnel \$20,000 plant;

Campbell Cooperative Dryer, 12-tunnel \$100,000 plant;

Oak Grove Cooperative Dryer, San Jose, 12-tunnel \$100,000 plant;

West Side Cooperative Dryer, San Jose, 12-tunnel \$100,000 plant.

● **Class Containers Inc.,** subsidiary of Fibreboard Products, Inc., has applied for priorities and will soon begin construction of a new glass factory in Antioch, Contra Costa County. Construction will require six or seven months.

● **Whitaker Machinery Works,** San Jose, purchased a site in the Laurelwood district and will soon construct a plant to manufacture well casings and sheet metal products.

Support of the program to modernize and expand the San Francisco Airport has been approved by the San Francisco Chamber of Commerce Board of Directors, unanimously, it was announced today.

● **In endorsing the program,** the Chamber Board approved a recommendation by the Bay Area Aviation Committee, which also advocated presentation to the voters at the next election of a twenty million dollar bond issue to finance the expansion program.

LUNDBORG HONORED

C of C General Manager Named Head, National Chamber Committee

Louis B. Lundborg, general manager, San Francisco Chamber of Commerce, has been appointed chairman of the Commercial Organization Department Committee of the Chamber of Commerce of the United States by Eric A. Johnston, president.

"The Commercial Organization Department Committee is an advisory and consulting body for that department of the Chamber which services commercial organization department membership, now larger and stronger than at any time in the National Chamber's history," Johnston said in his letter to Lundborg.

"We earnestly desire the benefit of your experience and your counsel."

Far Western Toy Clubs Formed by Industry in San Francisco

Because of the prospects for growth in the toy industry of the western states, many of those identified with this business have formed Far Western Toy Clubs with an initial unit at San Francisco and plans for other units elsewhere on the Pacific Coast.

At the first regular luncheon session of the San Francisco organization, held at the Professional Club on June 14, G. L. Fox, Manager of the San Francisco Chamber's Industrial Department, spoke on "The Postwar Western Factory Outlook."

John R. Kallberg of the Western Furniture Mart was chairman of the day. Ken Roberts, of the firm of Al Auger and Ken Roberts, is president of the new group.

AIR RATES

Reductions in Western Air Lines travel rates, subject to approval by the Civil Aeronautics Board, will save the flying public approximately a quarter of a million dollars during the remainder of 1945, and will become effective July 1, the airline has announced.

"It is San Francisco's responsibility to take the lead in providing adequate airport facilities for the San Francisco Bay Area," Henry F. Grady, Chamber President, declared.

"Approval of this project by the Bay Area Aviation Committee indicates that aviation interests and representatives of chambers, city governments, business and industry throughout the region are in favor of preparing the San Francisco Airport for the leading role in future Pacific Coast air commerce.

"The project has been found to be sound and essential to the development not only of the airport, itself, but of air service to this area.

"Therefore, upon being advised by E. V. Mills, chairman of the Bay Area Aviation Committee, that the San Francisco airport is excellently located and is, in fact, the present leading commercial airport on the Pacific Coast, the Chamber Board has deemed the project to expand and modernize facilities of the airport warranted and necessary for the development of the San Francisco Bay Area."

S. F. Retail Merchants Get National Support on Form Filing Request

The National Association of Retail Secretaries, through the NARS bulletin, has been notified by D. P. Street, managing director, Retail Merchants Association of the San Francisco Chamber of Commerce, that a bill (H.R. 2858) has been introduced in the House of Representatives which would provide for dispensing with oath or affirmation as a method of verifying certain instruments.

This subject is of special interest to retailers because of the present necessity to have excise tax forms signed before a notary public, a practice which causes delays and unwarranted burdens in the filing of these tax forms.

Through the Washington Office of the Chamber the Retail Merchants Association has actively supported passage of a bill eliminating this necessity and is enlisting the support of other associations throughout the nation for the passage of H.R. 2858.



"Give Light and
The People Will
Find Their Own
Way"

The San Francisco News

(A SCRIPPS-HOWARD NEWSPAPER)

FRANK A. CLARVOE.....Editor
J. L. CAUTHORN.....President
ALAN L. HOUSER.....Business Manager

TUESDAY, JUNE 12, 1945

Real Bay Unity

Perhaps the most significant evidence of round-the-Bay unity yet produced is the unanimous indorsement of the San Francisco Airport expansion project by the Bay Area Aviation Committee. This committee, composed of representatives of 18 Chambers of Commerce, technical aviation organizations, the military, city governments, business and industry in the nine Bay counties, comes to the conclusion that San Francisco's future skyharbor will parallel in world importance its famous water harbor, and that its development must be upon a commensurate scale.

Specifically the committee indorses the proposed 20 million dollar bond issue urged by the Public Utilities Commission for airport development. The sum, in the somewhat ecstatic words of the commission, will make San Francisco Airport "one of the world's finest air terminals, the center of air commerce on the West Coast and an aeronautical industrial base that will bring San Francisco and the Bay Area untold benefits in trade, commerce, payrolls and direct revenues . . . that we would not have dared dream of five years ago."

Approval by the Bay Area Committee signifies a willingness of other communities to grant San Francisco priority as the center of air commerce for Central California. If that is the case all other Bay terminal developments around the Francisco Airport, which would be the very best way to utilize the varied resources of the Bay Region.

We have here the beginnings of the first real co-operative area-wide development. If it is carefully guided and encouraged, it may well lead to the creation of that metropolitan community about which we have talked and dreamed these many years.

* * * *

**"Bay Area
UNITY
In Action!"**

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, and refer to the Trade Tip's number.

SPECIAL NOTICE—During the last few weeks the World Trade Department has received numerous letters from liberated areas in Europe and North Africa, as well as from many nations of the Middle East. Letters from Italy, Belgium, France, Tunisia, French Morocco, Greece, India, Iran, Palestine, Lebanon, Turkey, Egypt, and Cyprus all indicate the writers' desire to establish trade relations with the United States, if not now, at least for the postwar period. Space does not permit us to list all the products offered or asked for, but a file of these letters is being kept available at the World Trade Department, and all interested parties are invited to come in and consult them.

4012 EGYPTIAN TRADE—Sina Trading Company, 6, Gamel Sharabi Street, Cairo, Egypt, want to get in touch with manufacturing firms producing stationery and allied goods such as pens, pencils, erasers, office supplies, etc.

4013 BLACKBERRY PRESERVES—Tipperary Products, Ltd., Castle Grace, Clogheen, County Tipperary, Ireland, can export blackberries preserved in diluted sulphurous acid to jam manufacturers in this country.

4014 MEXICAN EXPORTS—Luis A. Hernandez, Apartado Postal Num. 295 Mexico, D. F., offers the following: hunting knives with leather covered handles, pocket knives in silver cases, silver identification bracelets, Dunhill type silver cigarette lighters, chewing gum, Mexican linen cloth. Prices available at World Trade Department.

4015 ARGENTINE REPRESENTATION—Stuart Johnston, Av. de Mayo 1370, Buenos Aires, Argentina, would like to represent firms manufacturing bakelite or plastic goods in any form. Would like to obtain other representations as well.

4016 REPRESENTATION IN COLOMBIA—Alberto S. Yohai, Apartado Nacional 124, Barranquilla, Colombia, would like to handle the representation of factories or exporters of the following: notions, clothing, machinery, dry goods, cotton bag, watches, glassware, upholstery fabrics, barber chairs, silk pie goods, cotton piece goods, bed spreads, pharmaceuticals, chemicals, bottles, novelties, etc.

4017 EXPORTS TO HONDURAS—Union Mercantil de Honduras, Calle 9a y Avenida Cervantes, Tegucigalpa, D.C., Honduras, wish to import high quality men's outtings such as: socks, shoes, underwear, shirts, ties, hats, leather billiards, dressing gowns and bathrobes, linen and wool cloth, fountain pens and stationery articles.

4018 MEXICAN SANDALS—Azteca, Parcialidad 3, Mexico, D. F., manufacture wooden-soled sandals for export. Prices and catalogues at World Trade Department.

4019 ARGENTINE TRADE—J. Bonacci & Cia., Florida 32, Buenos Aires, Argentina, are anxious to import into Buenos Aires or Montevideo many products, among them: foodstuffs, chemicals, pharmaceuticals, steel products, hardware, textiles, etc. Complete list and terms at World Trade Department.

4020 REPRESENTATION IN COLOMBIA—Daniel de J. Cajiao P., Apt. Nal. 31, Cali, Colombia, would like to represent American firms in Colombia, having connections in principal cities such as Bogota, Medellin and Barranquilla.

4021 EXPORTS TO ECUADOR—Carlos Arauz e Hijo, Casilla No. 102, Guayaquil, Ecuador, wish to form connections with exporters of whole, dried, pork lard, condiments, cosmetics and toilet preparations, catsup, canned fruits, canned meat, canned fish, canned vegetables, wines, brandies, buckles, paper, novelties, cotton, rayon, silk, wool, etc. as agents on a commission basis.

4022 MANUFACTURES FOR PORTUGUESE INDIA—William Costa Bir, Margao, Portuguese India, would like to get in touch with manufacturers of machinery for the manufacture of carbonic acid gas, portable air condition machines, beer, cigarettes.

4023 TRADE WITH EGYPT—M. N. Hoche, P.O. B. 53, Port Said, Egypt, would like to establish connections with firms here for the purpose of acting as their agent.

S. F. OPA Office for U. S. Territories Set Up

A new San Francisco OPA office established to handle matters pertaining specifically to Hawaii, Alaska and other territories of the United States, is making its services available to export-import companies with outlets in these territories.

C. E. Taylor is consultant for this office, located at 1355 Market Street, and has at his disposal a complete set of OPA regulations for the Hawaiian Islands and the other territories.

Reprints of Philippine Report

Reprints of Senator Millard E. Tydings report to the Senate, dated June 7, 1945, on his mission to the Philippine Islands are available on request at the World Trade Department of the San Francisco Chamber. The report covers conditions in the Philippines caused by the war and recommendations for relief and rehabilitation.

FOREIGN AIRMAIL CHART

A complete list of airmail postage rates from San Francisco to foreign countries has been issued in chart form by the World Trade Department of the San Francisco Chamber of Commerce and will be supplied upon request to those interested.

SURPLUS MATERIALS

The War Food Administration, Room 700, 821 Market Street, is receiving bids on:

First, 2,498,410 lbs. No. 2 Extra Heavy Bright Mixed Oats;

Second, on 714,702 lbs. of Hay Feed in moldy condition; and

Third, on 73,200 lbs. of Wheat Straw in badly weathered condition.

If interested, the above offer should be contacted.

• Under Sales Catalog No. B-284, the Supply Department, Mare Island Navy Yard, will receive bids until 2:00 p. m., June 26, on the following new material.

Arbors, countersinks, reamers, screws, holders, blades, disks, plates, nozzles, crucibles, yokes, plates, flexible shafts, brushes, cement, rods, electrodes, sleeves, bellows, tail pieces, connectors, solder, regulators, pins, hooks, slings, sheaves, blocks, wire, lenses, glass glasses, nuts, bolts, washers, steel, rivets, packing, nickel copper.

CORRECTION: Notice of knockdown barges for sale by Maritime Commission (Bay Region Business, June 14), price should be \$1,995 each.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details, contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6130—PATENTED APPLIANCES INCORPORATED, Saybrook, Connecticut, are interested in securing an agent in this territory for their Burger-Master, a machine for forming patties out of various foods. This is for commercial rather than home use.

D-6131—PARKER & GRINNELL, 1656 Ardendale Ave., Detroit 27, Michigan, cover Michigan, Ohio and Indiana, calling on automotive jobbers, hardware wholesalers, and industrial establishments. Interested in an additional line.

D-6132—MR. LEON SNYDER, 744 Camelia Ave., Baton Rouge, La., presently represents California products in the deep South. Interested in an additional line.

D-6133—MR. RALPH D. KORMAN, 1223 S. Malcolm Ave., Los Angeles 24, California, has traveled Southern California territory for a number of years and wants to contact local manufacturers desiring representation in that area.

D-6134—DR. ANDRE LABORATORY, 617 North Second St., Milwaukee 3, Wisconsin, has two products for which representation is desired in this territory. One is a liquid household laundry and cleaning aid and the other is an industrial cutting fluid used by machine shops.

D-6135—EDW. W. SWIFT, P.O. Box 3072, Term. Annex, Los Angeles 54, California, a partnership with the two members having had a number of years experience in distribution throughout the West selling both manufactured articles and raw materials. Are interested in contacting manufacturers seeking post-war distribution in Southern California, California, or the Pacific Coast.

D-6136—MR. D. D. LINGEL, LINGEL DISTRIBUTING COMPANY, 3662 W. Slauson Ave., Los Angeles 43, California, desires to represent durable goods or chemical products throughout Southern California and prefers long-term quality products.

WASHINGTON NOTES

Continued from page 1)

• **Freight Cars**—Moving to overcome a lag in freight car production that is handicapping the nation's railroads as they face their heaviest war burden—the redeployment of troops from Europe to the Pacific—the War Production Board has placed the entire freight-car manufacturing industry, the entire railroad-brake-shoe manufacturing industry, the entire chilled-railroad-car-wheel manufacturing industry and certain malleable iron and steel foundries manufacturing components for locomotives and freight cars on the National Production Quantity List.



Bay Region Business

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Berkeley C of C Supports S. F. Airport Expansion Plan

WASHINGTON NOTES

From Washington Office,
San Francisco Chamber of Commerce

*Do you want to buy Surplus Property?
Here's How and Where!*

The volume of surplus property available is growing constantly and following is the latest information available relative to the disposal agencies, their responsibilities, surpluses handled and addresses of offices to be contacted by those interested in specific property:

• Surplus Property Board

W. Stuart Symington, Chairman (to succeed Guy M. Gillette on July 15)
Edward A. Heller, Member
Robert A. Hurley, Member
Alfred E. Howse, Administrator
Municipal Center Building, Washington 25, D. C.
Telephone: REpublic 7500.
This Board does not dispose of surplus property but designates Government agencies which do sell property under the supervision of the Board.

• Department of Commerce (Transferred from the Treasury Dept. on May 1)

San Francisco Regional Office (Calif., Arizona and Nevada), 40 Van Ness Avenue, San Francisco 2, Calif. Telephone: Underhill 1922.
Sells surplus consumer goods, including:
Automotive Hardware
Machinery Furniture
Medical and Surgical
Paper and Office Supplies
Textiles and Wearing Apparel
Misc. Products (livestock, electrical supplies, etc.)

Purchasers should contact the regional offices, as most of the above surpluses are sold through these offices. Each regional office issues weekly a catalogue called **SURPLUS REPORTER**, which lists items currently available for sale. The **SURPLUS REPORTER** also contains certain other items offered for sale by other regional offices.

• Reconstruction Finance Corporation

San Francisco Regional Office (Northern Calif., West Nevada and Southern Oregon),
200 Bush St., San Francisco 4, Calif.
Telephone: EXbrook 6206.

Sells capital and producer goods, including:
Industrial real estate (buildings and machinery)
Planes and aeronautical equipment
Equipment, products and material

Purchasers should contact the regional office and get on the mailing list. They should also advise the regional office what they are interested in buying.

• U. S. Maritime Commission

Sells ships, boats, shipyards and all types of material used on ships. Maritime issues a catalogue of property for sale every two weeks.

Materials: Materials Disposal Section, Maritime Commission, Washington 25, D. C. Telephone: EXecutive 3340.
Ships, Boats, Shipyards: War Shipping Administration, Washington 25, D. C. Telephone: EXecutive 3340.

Program of Chamber Sites and Building Section Underway

Two specific objectives were established by the San Francisco Chamber's Sites and Buildings Section at its initial meeting last week.

One is to develop a complete index of all vacant potential factory site property in San Francisco and the other is to develop complete information concerning privately-owned industrial properties which are now occupied by Federal agencies and which will be released as war problems change.

• Two sub-committees were named to develop both projects. Vincent T. Mead is chairman of the group which will work on building occupancies while Fred J. Mahr heads the group on vacant land. J. F. Barrett is chairman of the Section.

Endorsement of expansion of the San Francisco Airport by the Board of Directors of the Berkeley Chamber of Commerce has been announced by Donald Still, Chairman of the Public Relations Sub-Committee of the Bay Area Aviation Committee.

• The Board of the Berkeley Chamber, which is represented on the Bay Area Aviation Committee by Mayor Fitch Robertson, Chester Bekins and Weldon E. Vance, endorsed the general principles behind San Francisco's proposed expansion of airport facilities in order that air commerce and air passenger travel of the Bay Area may be adequately served in the postwar period.

"This is a clear manifestation of community interest and unity of thinking and action throughout the Bay Area," Still declared, "which can only lead to beneficial results for every community in the Bay Area."

• Edward V. Mills, Chairman of the Bay Area Aviation Committee, which recently voted unanimous approval of the airport expansion program, voiced his appreciation for the endorsement by the Berkeley Chamber of Commerce.

"We recognize fully," he stated, "that this endorsement is made not as a recommendation to the voters of San Francisco, but as a means of voicing the sincere interest of Berkeley in the full development of adequate airport facilities to make the Bay Area the air terminal of the Pacific."

Bay Areans Attend Light Metals Meet

Several Bay Area representatives participated in the Light Metals conference in Seattle, June 21 and 22, which was sponsored by the Western States Council.

Among them were: Roger Sherman, Dalmio Victor Co., San Carlos, and F. T. Letchfield, Wells Fargo Bank and Union Trust Co., both of whom addressed the conference; Louis B. Lundborg, general manager, San Francisco Chamber, who presided at the second day's session; and Elmer Hammond, manager, Industrial Department, Oakland Chamber.

Proceedings of the conference will be printed and will be available later through the offices of the western chambers.

Directors of the Western States Council met on June 21 to perfect plans for Council action on other western problems, such as those of public lands policies, titles to western tidelands, and further action on iron and steel production in the West.

Plans were made for organizing Washington representatives of western chambers into a Washington branch of the Western States Council, to provide even closer working liaison between the Washington offices on Western States problems.

(Note: Subsequent advice from Frank E. Marsh, manager, San Francisco Chamber's Washington Office, indicates that the first meeting of the group, to organize as a Western States Council group, will be held this week.)

Unemployment Insurance Bill . . .

A.B. 220, by Assemblyman John Lyons, has been signed by the Governor and amends the Unemployment Insurance Act so that, effective January 1, 1946, employers of one or more employees will be subject to the rules and regulations under the Unemployment Insurance Act.

Published here for the information of Chamber members is the text of the act:

"An act to amend Section 9 of the Unemployment Insurance Act, relating to unemployment insurance.

"The people of the State of California do enact as follows:

"Section 1. Section 9 of the Unemployment Insurance Act is amended to read:

"Sec. 9. "Employer" means:

"(a) Any employing unit, which for some portion of a day, has within the current calendar year or had within the preceding calendar year one or more individuals and pays wages for employment in excess of one hundred dollars (\$100) during any calendar quarter provided that prior to January 1, 1946, employer means any employing unit which for some portion of a day, but not necessarily simultaneously, in each of 20 different weeks, whether or not such weeks are consecutive, has within the current calendar year or had within the preceding calendar year in employment four or more individuals, irrespective of whether the same individuals are or were employed in each such day.

"(b) Any individual or employing unit which acquired the organization, trade or business, or substantially all the assets thereof, of another which at the time of such acquisition was an employer subject to this act;

"(c) Any individual or employing unit which acquired the organization, trade or business, or substantially all the assets thereof, of another employing unit if the experience of such individual or employing unit subsequent to such acquisition plus the experience of the acquiree unit prior to such acquisition, both within the calendar year, would equal the experience necessary to constitute an employing unit an employer subject to this act under subdivision (a) of this section;

"(d) Any employing unit which, having been an employer under this act has not, under Section 9.7, ceased to be an employer subject to said act;

"(e) "Employing unit," as used in this act, means any individual or type of organization, including any partnership, association, trust, estate, joint stock company, insurance company or corporation, whether domestic or foreign, or the receiver, trustee in bankruptcy, trustee or successor thereof, or the legal representative of a deceased person, which has subsequent to January 1, 1936, in its employ one or more individuals performing services for it within this State. An individual performing services within this State for any employing unit which maintains two or more separate establishments within this State shall be deemed to be employed by a single employing unit for all the purposes of this act.

"Each individual employed to perform or to assist in performing the work of any individual employed by an employing unit shall be deemed to be employed by such employing unit for all the purposes of this act, whether such individual was hired or paid directly by such employing unit or by such individual so employed, providing the employing unit had actual or constructive knowledge of the work."

San Francisco, 4th in Nation, 1st in West as Wholesale Trading Center

San Francisco is first in the West and fourth in the nation as a wholesale trade center, the Research Department of the San Francisco Chamber of Commerce today reported.

Resumption of Gold Mining Prospects Improved

Prospects for the resumption of gold mining in California after July 1 are improved according to word received by the Mining Committee of the San Francisco Chamber of Commerce from Congressman Clair Engle.

Congressman Engle advises that the Mining Division of the War Production Board has proposed and expects approval of an amendment to Order P-56 to be effective on July 1 to provide non-serialized gold mines with AA-5 priority ratings for maintenance, repair and operating supplies.

According to a wire from Washington, "By July 1 gold mines can place orders and accept deliveries without priorities for most mining and construction items and controlled materials as long as such deliveries do not interfere with rated orders."

Social Security Cards Not for Identification

Charles H. Shreve, Manager, San Francisco office, Social Security Board, has asked the Chamber to warn members that Social Security Account Number Cards are not good identification for check cashing purposes.

They are worthless for any purpose other than to identify a confidential wage record maintained by the Social Security Board or by the unemployment insurance agency of a state.

● The Social Security Board investigates the identities of applicants for new Cards only when money is paid out on social security accounts when a worker retires or dies.

STEEL MEET BOOKLET

A limited number of copies of the "Proceedings of the Salt Lake City Steel Conference," February 13 and 14, 1945, held under the auspices of the Western States Council, are available upon request at the San Francisco Chamber's Industrial Department.

This city ranks first of all cities west of Chicago in value of wholesale trade for 1944, with a \$200,000,000 lead over its nearest competitor, and has advanced to fourth in the nation, according to a study of the May 1945 issue of "Sales Management Magazine" just completed by the Department.

San Francisco is credited with sales at wholesale of \$2,983,363,000 for the year 1944, and Los Angeles with \$2,783,751,000.

Only three other cities in the nation exceeded San Francisco as a wholesale trading center—New York, Chicago, and Philadelphia.

● West—Value of sales at wholesale for the 11 Western States amounted to \$13,378,451,000, or 12.99 per cent of the United States, while sales for the three Pacific States amounted to \$11,368,433,000, or 11.04 per cent of the nation.

● California wholesale sales amounting to \$8,317,153,000, with 69 per cent concentrated in two cities, accounted for nearly two-thirds of total sales in the Western States.

"With the roots of trade and financial relations in San Francisco firmly embedded in every phase of industry and commerce, San Francisco, on the median line of the Pacific Coast market, occupies an unexcelled position for realizing maximum development both now and in the future," the report concluded.

Montgomery Elevator Locates Branch Factory in S. F.

Montgomery Elevator Company, manufacturers of passenger and freight elevators of Moline, Illinois, has recently established a factory branch headquarters at 214 Fremont Street, San Francisco.

The office will service all of Central California, Nevada, Utah and Idaho, under the direction of J. E. Stolz, who has been in the elevator industry in San Francisco for the past 45 years.

Annual Willits Rodeo

Acclaimed by its sponsors as the "oldest rodeo in the Redwood Empire," the 19th annual Willits Frontier Days and Rodeo will be held again this year on July 3 and 4.

Five New Members Named to Tax Group

Appointment of five new members to the San Francisco Chamber of Commerce Tax Committee was announced today by Henry F. Grady, president.

• They are as follows:

DeWitt Alexander, of Peat, Marwick, Mitchell and Company;

Charles C. Bowen, of Charles C. Bowen and Company;

A. H. Johnston, Controller, California and Hawaiian Sugar Refining Corporation, Ltd.;

T. N. St. Hill, president, Teagarden Products Company;

Henry G. Sheehy, vice president, Massachusetts Bonding and Insurance Company.

U.S.E.S. Has New Foreign Job Guide for Those Interested

Because of the increase in the number of inquiries made at local offices of the United States Employment Service relative to civilian employment opportunities in foreign countries, U.S.E.S. interviewers are being supplied with copies of a new foreign job guide, according to information from the Chamber's Washington Office.

The booklet, entitled "Guide to Foreign Employment Opportunities," carries a list of Federal agencies and private companies recruiting workers for jobs in Alaska, Hawaii, Puerto Rico, Bermuda, South America, Europe, China, Africa, Arabia and other countries.

• Copies of the guide will not be available for public distribution, the War Manpower Commission said, and all persons interested in information concerning jobs in foreign countries should obtain such information from the local office of the U. S. E. S.

Chairman John Pickett Analyzes Food Production Troubles

Delay in making vital decisions and lack of autonomy for Western offices of government agencies are responsible for food production troubles, John E. Pickett, chairman of the San Francisco Chamber of Commerce Agricultural Committee, declared in a letter to Rep. Clinton Anderson's Food Investigating Committee.

Palo Alto C of C Man Appointed to Aviation Committee

Appointment of Harry S. White, President of Palo Alto Airport, Inc., to serve on the Bay Area Aviation Committee was announced here today by Edward V. Mills, Chairman.

White, who will represent the Palo Alto Chamber of Commerce on the Committee, will be an active member of the Peninsula Sub-Committee and will work in coordination and planning for aviation development.

• Appointment of White brings to 19 the number of Bay Area chambers of commerce which have appointed representatives to the Committee, which is designed to promote and advance aviation on an area-wide basis.

UNITED AIRLINES

An estimated 51,165,600 revenue passenger miles were flown by United Air Lines in May, an increase of 37 percent over the 37,414,589 total of May last year, according to Warren Burke, district traffic manager.

Rep. Anderson, who is shortly to become Secretary of Agriculture, recently held a hearing in San Francisco at which Pickett, whose Chamber committee of 60 members represents "a pretty good cross-section of more than half the State," waited all day to testify without being called.

• In lieu of testifying Pickett thereupon wrote a letter to Rep. Anderson.

• Excerpts from the letter written by Pickett, who is editor of the *Pacific Rural Press* as well as chairman of the Chamber's agricultural committee, follow:

"We emphasize two great wastes:

"(1) Time, planning and food are destroyed because decisions are not made early enough by Washington. Last year half our peach crop had ripened before OPA announced the price of peaches in the can. Possibly as many as 100,000 tons of good peaches rotted on the ground. Sugar beets have been another notable example of untimely decisions—prices being set after planting time has arrived and planning time has gone by. On the whole we find regional representatives of government agencies appreciative of our earlier seasons and anxious to speed decisions, but Washington is a bottleneck.

"(2) For a great many years we have been asking that Washington give greater autonomy to its Western offices, allowing routine decisions to be made on the ground. In wartime this becomes a very serious bottleneck. It is our opinion that if all the time spent by California agriculture in running to Washington to get routine decisions could be devoted to planning and production that the out-turn of "food munitions" could be greatly increased. We frequently say that Washington is 3,000 miles from California in travel time but often a million miles in understanding."

REDUCED COMMUNICATIONS CHARGES

Attention is called to sweeping reductions in telephone, international telegraph and cable service charges which redound greatly to the benefit of San Francisco Bay Area users.

These reductions were authorized recently by the Federal Communications Commission, according to Ray C. Wakefield, member of the FCC, and former member of the California Railroad Commission.

• Effective July 1, a coast-to-coast, station-to-station call which now costs \$4.00 will be \$2.50; and a person-to-person call which now costs \$5.00 will be \$3.50.

• A basic full rate of 20 cents a word on telegrams and cables sent from this country to Europe, Latin America, and the Philippine Islands has been put into effect by the United States international radiotelegraph and cable carriers.

Formerly, the rate for a full rate ordinary message from San Francisco to Italy was 41 cents a word; from New York to Italy, 27 cents a word. Now, under the reduced pattern, the rate for such a message from San Francisco to Italy is 24 cents; or from New York, 20 cents.

• Corresponding reductions were effected on the lower rate overseas code, deferred, and nightletter telegrams which make up the bulk of international traffic.

Residents of the West Coast will receive an even greater reduction in the cost of international telegrams and cables because of the simultaneous reduction in land-line charges.

• Before May 1, residents of the West Coast paid 14 cents a word for a landline haul, and because of the use of rate differentials, residents of the Middle West paid 8 cents, and residents of the east paid less. Under the reduced rates, Western Union now has a uniform 4 cents a word full rate charge for a landline haul for all full rate messages destined to foreign points.

Recent Industry Growth of Santa Clara Cited

Three firms have recently purchased 4½ acre sites in the City of Santa Clara for the erection of large and suitable buildings for the manufacture and or processing of their products, according to information received from F. B. Keip, secretary, Santa Clara Chamber of Commerce.

• They are as follows: O. Casperson and Sons from San Francisco, Calif. (wholesale eggs, butter, cheese, frozen eggs); L and L Packing Company from San Jose, Calif. (quality vegetables—artichokes, etc., packed in olive oil); Bailey and Adams from San Jose, Calif. (manufacture of Diesel Engine coolers and burners for prune dippers general jobbers).

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, and refer to the Trade Tip's number.

SPECIAL NOTICE—During the last few weeks the World Trade Department has received numerous letters from interested parties in Europe and North Africa, as well as from many nations of the Middle East. Letters from Italy, Belgium, France, Tunisia, French Morocco, Greece, India, Iran, Palestine, Lebanon, Turkey, Egypt, and Cyprus all indicate the writers' desire to establish trade relations with the United States, if not now, at least for the postwar period. Space does not permit us to list all the products offered and asked for, but a file of these letters is being kept available at the World Trade Department, and all interested parties are invited to come in and consult them.

4024 TRADE WITH THE PHILIPPINES—Mr. M. M. Morgan of the Morgan Sales Co., now visiting San Francisco, is interested in representation for the Philippine Islands. He may be reached at the Stewart Hotel, Sutter 7800.

4025 SWISS TRADE—Import-export firm in Vevey-La Tour de Peliz, Switzerland, is anxious to contact California exporters of dried fruits, canned fruits, fruit juices, canned pineapple, and pineapple juice in an effort to secure an import agency for the territory of Switzerland. For further details consult Consulate of Switzerland, 100 Bush Street, San Francisco.

4026 REPRESENTATION IN CHINA—Clarence Wan Young, 1947 S. Beretania St., Honolulu 19, T. H., would like to lay the foundations now for potential business in China, applying for the appointment of sales representative or agent for the Far East. Interested in following lines: radio, film distribution, photographic equipment and supplies, electrical household goods, cosmetics and connections, etc. In export-import business in Shanghai many years before war.

4027 INDIA TRADE—Maganlal Haribhai Vyas, P.O. Box No. 2041, Bombay 2, India, would like to import the following: art-silk piece goods and yarns, cutlery, hosiery, hardware, tools, small machinery, textile machinery, rubber goods, spectacles and spectacle frames, bakelite goods, electrical goods and lamps, etc. Would like to export: spices, distilled oil and other oils, hessian, honey, hides, ground nut, lac, etc.

4028 EUROPEAN REPRESENTATION—Cipa S. A., Geneva, Switzerland, desire to obtain sole-agency for American firms in Switzerland and European countries (France, Belgium, Holland, Portugal, Spain, Sweden, Italy, Norway and Denmark), where firm has already stationed agents. Also able to develop business in Turkey and Balkan countries. Interested in cereals, grass and porther seeds, oilseeds, edible oils and greases, canned foods, condensed and powdered milk, powdered eggs, honey, sugar, coffee, spices, tallow, hides, wool, cotton, etc. Able to supply raw and manufactured products of Europe.

4029 REPRESENTATION IN COLOMBIA—Rene y Mauricio Gabba, Ltda., Apartado Aereo 101, Baranquilla, Colombia, wish to increase their representation of American firms in the following lines: pharmaceuticals, chemicals, drugs, trusses and bandages.

4030 PAPAIN FROM AUSTRALIA—A. E. Cridland, 41 White Street, Balgowlah, Sydney, N.S.W., Australia, can export large quantities of papain.

4031 SWISS TRADE—M. W. Baltes & Company, Lugano, Switzerland, are interested in the representation in Switzerland of American firms exporting sugar, honey, molasses, cereals, food products, canned products. Also want the representation in Europe in the capacity of purchasing agents for American firms in dealing in food products, wines and liquors, European products. Would like to sell textiles, lace, felt hats, watches, alarm clocks, etc.

4032 LATIN AMERICAN TRADE—Armando Bachmann, with offices in Argentina and Uruguay and branch offices in Bolivia, Paraguay, and Chile, acts as supervising agent or traveling export manager for wide variety of firms and would like to make further connections with American firms for future trade expansion. May be written at Plaza Zabala 381, Montevideo, Uruguay. Full particulars at World Trade Department.

CORRECTION—Trade Tip No. 4011 appearing in June 14 issue of *Bay Region Business* should state that Comptoir Tr. Eckel A.-G., Basel, Switzerland, would like to export figures of Christ and church articles.

Recent Developments in Philippine Private Trade Summarized

No specific progress in obtaining releases from the Army of certain commodities for private shipment to Philippines has been reported by the Foreign Economic Administration as yet, according to Kenneth H. Campbell, manager, World Trade Department of the San Francisco Chamber.

● **Campbell also advised** that according to information from the Chamber's Washington Office the FEA is expected to request all exporters applying for meat, fish, and dairy products licenses to submit historical records of sales to the Philippines in 1940 and 1941.

FEA will then grant licenses based on this historical pattern from allocations of these commodities available for Philippine shipment.

● **However, certain commodities** urgently needed in the Philippine Islands cannot be secured for shipment through private trade channels at the present time because stocks are earmarked for the Army, and up to now, no specific changes in that situation have been reported.

It was also learned that no canned fish will be licensed in the near future, and no licenses for shipment of textiles will apparently be granted by FEA, as it is returning applications for licenses to ship textiles without action, suggesting resubmission at a later date.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details, contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6137—H. J. FLEETHAM & ASSOCIATES, 3837 Pillsbury Ave., Minneapolis, Minnesota. Party was formerly Personnel Director of Northern Pump Co. of Minneapolis. He has established a liaison service to expedite contact between manufacturers seeking distribution and manufacturers' agents seeking lines.

D-6138—TEDE & ETCHINGHAM, 1708 Sixteenth St., Denver, Colorado, has three showrooms and ten salesmen regularly covering the Rocky Mountain territory. Interested in any lines suitable for regular retail trade.

D-6139—THE SONJON Co., Drexel Building, Independence Square, Philadelphia 6, Pa., acts as factory distributors for the Koenig Steam Iron Manufacturing Co. of Philadelphia, and wants to develop distribution for their products in this territory. Products sold to laundries and dry cleaning plants.

S. F. Foreign Traders Invited on Oakland Tour

San Francisco Foreign Trade Association members have been invited by the Oakland Foreign Trade and Harbor Club on a conducted tour, Thursday, July 5, covering operations at the Oakland Airport and Alameda Depot on Pacific Overseas Air Technical Service Command.

Members desiring to attend have been asked to communicate with Kenneth H. Campbell, secretary of the San Francisco Association, no later than tomorrow, Friday, June 29.

WASHINGTON NOTES — Continued from Page 1

● Navy Department

Sells scrap, salvage and some usable property and assists contractors in sales of surplus materials.

Contact for items for sale: West Coast Field Branch, Humboldt Bank Bldg., 785 Market St., San Francisco 3, Calif. Telephone: SUtter 5203.

● War Food Administration

Sells surplus agricultural commodities and food.

Contact: H. O. Wands, Western Regional Office, War Food Administration, 821 Market St., San Francisco 3, Calif.

or Commodity Credit Corporation, War Food Administration, Washington 25, D. C.

● Department of Agriculture

Sells agricultural and forest lands.

Contact: Department of Agriculture, Washington 25, D. C.

● Department of the Interior

Sells grazing and mineral property.

Contact: Department of the Interior, Washington 25, D. C.

● National Housing Agency

Sells housing property.

Contact: National Housing Agency, Washington 25, D. C.

● Federal Works Agency

Disposes of community facilities.

Federal Works Agency, Washington 25, D. C.

● Army-Navy Liquidation Commission

Disposes of surplus war property abroad.

Army-Navy Liquidation Commission, New War Department Building, Washington 25, D. C.



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Thumb Nail Sketch: by the Research Department

Bay Area wholesale sales based on reports for 17 communities amounted to \$3,413,828,000 or 41 per cent of the State's total of \$8,317,153,000, according to estimates for 1944 just published by "Sales Management."

San Francisco is first in the West and fourth in the nation as a wholesale center with 1944 wholesale sales reported at \$2,983,363,000, and was exceeded only by New York, Chicago and Philadelphia. 1945 sales at wholesale, according to the U. S. Census Bureau reports, for the first four months for the Pacific Coast are up 6 per cent over 1944.

● Automotive supplies led all groups with a 21 per cent increase, followed by leather and shoe findings and industrial supplies.

● Bay Area department store sales based on reports from 19 stores to the Federal Reserve Bank of San Francisco in May were up 14 per cent above last May with the five months' cumulative up 17 per cent. Apparel stores showed a 16 per cent gain for May with the cumulative up but 12 per cent.

Department store sales in San Francisco were up 19 per cent both for May and for the cumulative period.

● The Los Angeles area reported May sales up 12 per cent over last May and 14 per cent for the five months' period, while Twelfth District sales were up 9 per cent and 14 per cent, respectively.

● Independent retail store sales reported by the Bureau of the Census for April revealed sales in California were up 2 per cent over last April and 12 per cent for the four months' period, while sales in San Francisco were up 4 per cent and 11 per cent, respectively.

Pittsburg led all cities in California of 10,000 population and over during the cumulative period with a 30 per cent gain. Stockton and Bakersfield tied for second with a 21 per cent increase. Gains for this period for other Bay Area cities were: Oakland 11 per cent, Berkeley 12 per cent, San Jose 9 per cent, Palo Alto 9 per cent, and Santa Rosa 18 per cent.

● Freight car movements within the San Francisco-Oakland switching limits during May established a new all-time monthly high of 76,441 cars, and were 11.9 per cent above the preceding month and 10.5 per cent over May last year. Movements during the first five months of this year totaled 351,548 cars, topping the similar period of last year by 21,194 cars or 6.4 per cent.

● Bay Area financial transactions in May amounting to \$2,242,244,000 surpassed the preceding month by 5.4 per cent, and a year ago by \$290,797,000 or 14.9 per cent.

The five months' cumulative of \$11,147,896,000 exceeded the similar period

last year by \$956,013,000 or 9.4 per cent.

● Bay Area cumulative war contracts and project orders, according to the War Production Board June report, amounted to \$5,507,746,000 at the end of April.

Total supply and facility contracts amounting to \$4,643,048,000 were up \$64,000,000 over the previous month.

● Ship contracts total through April amounted to \$2,937,155,000, ordnance \$166,102,000, communications equipment (a new classification) \$39,475,000, and unclassified \$663,954,000.

Contracts for industrial facilities through February totaled \$403,796,000, and for military facilities \$418,959,000.

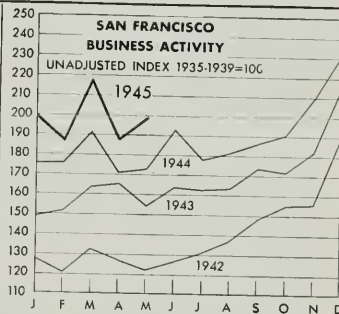
● Manufacturing industries in the San Francisco-Oakland Industrial Area, reflecting substantial reductions in shipbuilding other than Government yards, reported 193,400 wage earners employed in May, 140,500 of which were in the durable group and 52,900 in the nondurable compared to a total during the preceding month of 202,500 with 148,100 in the durable and 54,400 in the nondurable.

In May of last year there were 252,600 wage earners employed of which 202,200 were in the durable group and 50,400 in the nondurable.

● During the first five months employment was off 17.9 per cent and payrolls 16.3 per cent compared to the similar period last year.

Average weekly earnings in the manufacturing industries during May amounted to \$61.28 with the durable group average \$56.68 and the nondurable \$46.91. Average hours worked per week amounted to 45.5 and average hourly earnings to \$1.346.

● Non-Manufacturing—In contrast to the manufacturing industries, the non-manufacturing industries reported payroll increases for the five months' period in the laundry and cleaning group of 10.1 per cent, wholesale trade 7.2 per cent, retail trade 7 per cent, and the hotel group 9.6 per cent.



● General business activity in San Francisco during May measured by our index rose nearly 6 per cent from the previous month's level to 198.9 and was 16.2 per cent above the May level last year. The average of 198.0 for the first five months was 11.6 per cent above the same period last year.

Fields of activity reporting strong gains during May compared to May last year included building permits whose number was up 32.5 per cent and value 86.3 per cent; over one-half the permits issued during the month were for new residences which would provide accommodations for 154 families.

Real Estate sales also were up 16.1 per cent in number and 46.7 per cent in value over last May; bank debits rose 16.2 per cent; postal receipts 30.9 per cent; and market value of shares traded on the San Francisco Stock Exchange 102.6 per cent.

In the utility group, sales of electrical energy were up 17.3 per cent, industrial and commercial gas sales 9.2 per cent, and water consumers net gain 54.7 per cent.

● San Francisco Airport established new highs with plane traffic up 70.7 per cent and passengers 69.9 per cent.

● Cost of living in San Francisco in May was down 0.7 per cent from the April level in contrast to an increase of 0.7 per cent for the United States.

According to U. S. Department of Labor representatives, the drop was attributed largely to the lowering in prices of fresh fruits and vegetables and some canned goods.

● The May index for all items at 131.7 was still 2 per cent above May last year and carried the average for the first five months to 3.2 per cent above the same period last year.

Bay Area World Trade Promotion Committee Launches Program

Coordinated promotion of world trade on a San Francisco Bay Area-wide basis will be developed by the San Francisco Bay Area World Trade Promotion Committee.

At a recent meeting of the Bay Area Foreign Trade Committee, a final statement of purpose, membership and program was adopted and a new name, San Francisco Bay Area World Trade Promotion Committee, approved.

At present, those participating in the organization are representatives of Alameda, Berkeley, Oakland, Richmond, San Francisco, and San Jose chambers of commerce, and the Oakland Foreign Trade and Harbor Club and the San Francisco Foreign Trade Association.

Chambers of commerce throughout Northern California are being invited to participate in the activities of the Committee.

Officers—Charles M. Romanowitz, Yuba Manufacturing Co., representing the San Francisco Chamber, was elected chairman of the Committee; Arthur G. Caldwell, Food Machinery Corp., representing the San Jose Chamber, was elected vice chairman; and John A. Sowers, manager, World Trade Department, Oakland Chamber, secretary.

A meeting will be held Wednesday noon, July 11, at the Leamington Hotel in Oakland, and projects will be considered for cooperative support.

SPECIAL NOTICE

On Wednesday, July 11, the members of the Surplus Property Board, with ranking personnel of the army and navy, together with the director of the Office of Contract Settlement, will be in San Francisco to confer with leading businessmen, industrialists and war contractors on the eventual termination of war contracts and the disposition of accumulated surplus properties.

• They are:

Robert H. Hinckley, Director, Office of Contract Settlement
Roger Putnam, Deputy, Office of Contract Settlement

William Bartell, Chairman, Termination Coordination Committee

Edward H. Heller, Robert A. Hurley, Members, Surplus Property Board

O. Smith, Navy Council on Contract Settlement

Rear Admiral H. L. Merring

Rear Admiral Frank J. Willie

Brigadier General D. N. Hausman, Director, Readjustment Division

Malcom White, Lt. Col. Robert H. Andrews, Readjustment Division

Brigadier General Edwin Rawlings, Wright Field

In addition, they will hold an open conference to which all interested parties are invited. At this time significant statements of future policy will be made.

• Time and place of the meeting to be held on Wednesday, July 11, will be announced in local and trade publications.

George C. Tenney, McGraw-Hill Is New CofC Board Member

Hearings on Pacific Coast Establishment of Academies Proposed

Hearings on the establishment of military and/or naval academies on the Pacific Coast, at which time the merits of the Bay Area as a suitable location could be fully presented, have been proposed by the Board of Directors of the San Francisco Chamber of Commerce, it was announced today.

The San Francisco Chamber of Commerce through its Washington Office has been investigating the possibilities of establishing these academies in this region for some time.

As a result of these investigations and in view of the fact that the Pacific Coast is an area of great military and naval importance, the Chamber Board has recommended that hearings before the House Military Affairs Committee should be held at the earliest convenient date with a view to establishing academies on the Pacific Coast and with appropriate emphasis upon the merits of the Bay Area as a suitable location for these academies.

In making this proposal, the Board acted upon a recommendation by its Naval Affairs Committee, E. J. McClanahan, chairman, which pointed out that there has been indicated a need for greater facilities for the training of military and/or naval cadets, and that additional schools will undoubtedly be necessary.

Vacationers Warn by Conservation Committee

Further restrictions on travel just announced by the Office of Defense Transportation render it more advisable than ever for the people of San Francisco to refrain from unnecessary travel and to spend their vacations at home or not far away, according to Robert H. Willson, Chairman of the Travel Conservation Committee, San Francisco Chamber of Commerce.

The O.D.T. has prohibited the railroads from accepting any reservation more than five days in advance of the departure date instead of thirty days as heretofore, and it is expected that even more drastic restrictions will become necessary as the movement of troops and men on furlough reaches full volume in the transfer of war operations to the Pacific.

Space for civilians will be practically unobtainable except for those who must travel in connection with the war effort.

Election of George C. Tenney, president, McGraw-Hill Company of California, to the Board of Directors of the San Francisco Chamber of Commerce was announced today by Henry F. Grady, president.

Tenney heads the McGraw-Hill Company of California, which is a subsidiary of McGraw-Hill Publishing Co., Inc., of New York, the largest publishers of technical and business magazines and books in the United States.

He is also editor and publisher of the magazine, "Electrical West," published in San Francisco.

Tenney was elected to fill a vacancy on the Chamber Board caused by the resignation of B. V. Sturdivant, Fox West Coast Theatres, Grady said.

Tenney first joined the McGraw-Hill staff in 1921, after a year on the editorial staff of the *San Francisco Chronicle*.

He is a graduate of the University of California and served in the Navy in World War I.

Among his affiliations are the Pacific Coast Electrical Association (director and past president); San Francisco Electric Club (past president); Commonwealth Club; Engineers' Club; and Bohemian Club.

Tenney was nominated to the Board by a committee consisting of Ralph R. Brunton, chairman; Alfred H. Meyer, and Clarence M. Young.

Surplus Property Disposal

Identified as AWSW-7, the War Food Administration, 821 Market Street, will receive bids until 5:00 P.M., July 6, on over 87,000 lbs. of dried whole egg powder, unfit for human consumption but usable in feeds and for industrial purposes.

The War Shipping Administration will open bids on July 20 on 45 pleasure yachts and one houseboat, located in various sections of the country. One of them—the "Beauty Rest"—57 ft. x 11.3 ft. x 4.7 ft.—is located at South San Francisco. Another—the "Sobre Las Olas"—103 ft. x 21.4 ft. x 7 ft.—is located at Oakland. Additional information and bid invitations are available from the W.S.A. office, 220 Bush Street.

The Materials Disposal Section, United States Maritime Commission, Washington 25, D.C., has for sale 17,000 new and used barrel-type steel buoys. The list price of the 175-gallon buoy is \$17, and \$26 for the 300-gallon buoy. Discounts of from 20 to 40 per cent allowed quantity purchasers. Some are located on the West Coast.

The Reconstruction Finance Corp., 200 Bush Street, has for sale over 200 portable 25 KVA gasoline electric AC generator sets. They are used, in good condition, and stored at Herlong, California.

The same office also has for sale a number of used 3 KVA sets which will generate 3000 watts, priced at from \$178 to \$480, i.e., shipping point.

CofC Representative at Supervisors' Meeting

Attending the Board of Supervisors meeting, Monday, July 2, was:

Karl F. Schuster, member San Francisco Chamber Board.

"Postwar in Prospect"

AN ANALYSIS BY

HENRY J. KAISER

As Luncheon Guest Speaker

in the San Francisco Commercial Club

Thursday, July 19, 1945

**Tables are not reserved, but tickets must be purchased in advance. Members will be taken care of to the limit of capacity, but it will be to your advantage to make reservations early before ticket sales are opened to the general public.*

Sponsored by

San Francisco Chamber of Commerce
San Francisco Commercial Club

SAN FRANCISCO CHAMBER OF COMMERCE

333 Pine Street, San Francisco 4, California

Please reserve.....place(s) for me at \$1.50 each at luncheon honoring HENRY J. KAISER, Thursday, July 19, 1945, in the San Francisco Commercial Club, at 12 noon.

(Kindly enclose self-addressed envelope for forwarding tickets.)

Name

Firm

Address

CHECK
ENCLOSED

\$.....

**At Luncheon in*

The San Francisco Commercial Club

Thursday Noon

July 19, 1945

Price \$1.50 per plate
{ \$1.46 plus 4c tax }

SURVEY of BUSINESS CONDITIONS IN SAN FRANCISCO

BRANCH OF ACTIVITY	MAY 1945	MAY 1944	PER CENT CHANGE	5 MONTHS 1945	5 MONTHS 1944	PER CENT CHANGE
GENERAL BUSINESS ACTIVITY San Francisco C. of C. Index 1935-39 Avg.=100.	198.8	171.1	16.2	198.0	177.4	11.6
CONSTRUCTION PERMITS						
Total..... (number)	412	311	32.5	2,073	1,799	15.2
Residential, New..... (value)	1,005,353	539,414	86.3	4,912,883	6,977,824	-29.6
Single-Family Dwellings, New..... (number)	108	47	129.8	604	723	-16.5
Non-Residential, New..... (value)	613,400	158,500	287.0	3,115,700	5,192,125	-40.0
Additions, Alterations and Repairs..... (number)	62	47	31.9	3,443	656	-47.6
Installations..... (value)	250,100	158,500	157.8	1,254,400	2,145,100	-41.5
Releases..... (number)	12	5	140.0	45	37	21.6
REAL ESTATE						
Sales..... (value)	33,125	14,900	122.3	481,285	162,190	72.8
Mortgages and Deeds of Trust..... (number)	210	166	26.5	981	728	34.8
Releases..... (value)	333,258	351,784	94.7	1,218,174	1,571,249	-22.5
REAL ESTATE						
Sales..... (number)	82	93	-1.8	443	311	42.4
Mortgages and Deeds of Trust..... (value)	25,570	14,230	79.7	117,719	52,260	125.3
RETAIL DEPARTMENT STORE SALES San Francisco..... (index)	192	168	14.3	190	159	19.5
FINANCE						
Bank Debits..... (\$000)	1,729,011	1,487,975	16.2	8,570,466	7,809,060	9.8
Bank Clearings..... (\$000)	1,243,497	1,166,781	6.6	6,324,878	5,842,488	8.3
Postal Receipts..... (\$)	4,351,389	3,233,674	30.9	22,922,506	14,726,002	55.7
San Francisco Stock Exchange (no. shares traded)	711,616	439,853	61.8	3,423,296	2,404,352	42.4
San Francisco Stock Exchange (market value)	15,959,485	7,878,328	102.6	71,966,083	37,861,437	90.1
COMMERCIAL FAILURES						
Liabilities..... (number)	0	1	-	5	8	-37.5
Assets..... (\$)	0	11,818	-	88,210	69,655	26.0
EMPLOYMENT & PAYROLLS—Bay Area (5 Co.'s) (a)						
Employment..... (index)	230.5	301.2	-23.5	255.1	310.7	-17.9
Payrolls..... (index)	451.5	572.4	-21.1	494.4	590.7	-16.3
NON-MFG. INDUSTRIES (5 Co.'s) (a)						
Laundry, Cleaning, Dyeing..... (payroll)	166.3	149.9	10.9	165.8	150.6	10.1
Wholesale Trade..... (payroll)	153.1	153.8	-0.5	151.6	141.4	7.2
Retail Trade..... (payroll)	136.3	128.6	6.1	137.6	128.6	6.1
Hotels..... (payroll)	203.8	180.6	12.8	199.4	181.9	9.6
PLACEMENTS IN SAN FRANCISCO—U. S. E. S.						
Industrial Placements..... (number)	9,130	10,431	-12.5	56,700	53,471	6.0
Commercial Placements..... (number)	7,294	9,173	-20.5	50,349	48,335	4.1
TRANSPORTATION						
Freight Car Movements..... (number)	1,836	1,258	45.9	6,361	5,683	11.9
San Francisco Airport Traffic (no. planes)	33,443	31,414	5.5	154,148	154,141	.02
Express Shipments—Rail..... (no. passengers)	2,719	1,593	70.7	12,010	7,074	69.8
Air Mail Loaded..... (number)	35,431	20,851	69.9	149,582	80,751	85.2
Express Shipments—Air..... (pounds)	343,418	294,764	16.5	1,681,958	1,424,832	28.0
Air Mail Loaded..... (pounds)	11,667	9,040	29.1	51,636	38,626	33.7
UTILITIES AND NEW DEVELOPMENTS						
Electric Energy Sales..... (k.w.hrs.)	1,595,355	770,820	7.0	9,571,632	3,207,650	198.4
Industrial and Commercial Gas Sales..... (cu.ft.)	183	156	17.3	193	170	13.5
Water Consumers..... (net gain)	1,123,473,400	1,029,284,600	9.2	5,631,400,200	4,380,129,700	28.6
Tourist and Settler Inquiries..... (number)	181	117	54.7	1,045	855	22.2
DAIRY RECEIPTS, FRUITS & VEGETABLES						
Butter..... (pounds)	200	72	177.8	486	304	59.9
Cheese..... (pounds)	5,710,290	5,362,640	6.5	23,509,183	15,669,362	50.0
Eggs..... (cases)	1,522,078	1,247,644	22.0	6,829,569	4,834,554	41.3
Fruits and Vegetables..... (carlots)	1,443,162	2,697,894	-46.5	8,897,629	11,568,096	-23.1
LIVESTOCK SLAUGHTER (b)						
Cattle..... (total number)	1,979	1,785	10.9	8,664	8,539	1.5
Calves..... (number)	232,191	242,942	-4.4	995,102	1,012,254	-1.7
Sheep and Lambs..... (number)	43,452	33,112	31.2	208,092	158,156	31.6
Hogs..... (number)	15,192	17,178	-11.6	47,598	46,164	3.1
Miscellaneous..... (number)	143,923	85,674	68.0	579,482	435,776	33.0
All Items..... (number)	29,624	106,978	-72.3	159,930	372,158	-57.0
S. F. LIVING COSTS 1935-39 Avg.=100						
Food..... (index)	145.7	144.7	0.7	145.9	142.9	2.1
Clothing..... (index)	142.5	135.0	5.6	142.0	134.3	5.7
Rent..... (index)	106.3	106.2	0.1	106.3	106.1	0.2
Fuel, Electricity and Ice (c)..... (index)	92.8	92.6	0.2	92.6	92.4	0.2
House Furnishing Goods..... (index)	130.7	121.1	7.9	132.1	120.9	9.3
Miscellaneous..... (index)	132.3	128.1	3.3	131.9	126.3	4.4
All Items..... (index)	131.7	129.1	2.0	131.9	127.8	3.2

(a) These data are based on reports submitted to the Division of Labor Statistics and Law Enforcement, State of California.

(b) Federal Inspection—San Francisco District.

(c) Gas costs have declined since 1925 and electricity costs since 1921.

(d) Not available for Survey.
Acknowledgment is hereby made to Thomas Magee & Sons, Dun & Bradstreet, Inc., local utilities, private organizations, Federal Reserve Bank of San Francisco, California State Departments of Industrial Relations, Agriculture, and Employment, and the United States Departments of Labor, Agriculture, and Commerce, and the United States Bureau of the Census, for the basic data each contributed toward this survey compiled by the Research Department, San Francisco Chamber of Commerce.

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DOMESTIC TRADE TIPS

D-6140—MR. OTTO J. MAEGLI, 5319 N. Kent Avenue, Milwaukee 11, Wisconsin, would like to act as manufacturers agent in Wisconsin and Illinois. Contacts factory superintendents, tool engineers, plant engineers, maintenance engineers and master mechanics.

D-6141—MR. J. D. CLOKEY, JR., Clokey & Company, 1001 Berger Building, Pittsburgh 19, Pennsylvania, interested to act as representative for buying, selling, customer or governmental contact in the Eastern States.



Bay Region Business

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WASHINGTON NOTES

*From Washington Office,
San Francisco Chamber of Commerce*

● **The recent pay raises** approved for Federal workers are an indication that official Washington believes that a permanently higher wage level is to follow this war. *** **The Surplus Property Board** has announced that surplus property disposals are mounting rapidly and that during May a total of \$76,670,000 (original procurement cost) of surplus property was disposed of—well over twice the average monthly disposals in the last quarter of 1944 and nearly one-third again larger than average monthly disposals in the first quarter of this year. **Total disposals from June 1, 1944, to May 31, 1945, were given as \$357,063,000.** The total price for property sold in May was \$16,349,000. *** **War materials and services** received by the United States from our allies as reverse lend-lease since the inception of the program in March 1941 have passed the \$5,000,000,000 mark. *** **Munitions plant employment** declined 600,000 in the 2½-month period from March 15 to June 1—from 9,000,000 to 8,400,000—according to the War Manpower Commission. *** **Marvin Jones**, retiring head of War Food Administration, has issued a statement thanking the farmers and ranchmen of America, stating that the nation owes them a debt of gratitude for responding to every call that has been made on them. *** **The War Production Board** states that war contracts will be cancelled as rapidly as is mechanically possible after the declaration of V-J Day. *** **The Office of Defense Transportation** is making inquiries to determine the amount of transportation at present involved in shipments of race horses to and from race tracks. **Railroads have been asked to supply the information.**

Henry Kaiser to be Honored at Luncheon Here July 19



HENRY J. KAISER

Henry J. Kaiser will speak to San Francisco businessmen at a luncheon Thursday, July 19, sponsored by the San Francisco Chamber of Commerce and the Commercial Club.

"Postwar in Prospect" will be the subject of Kaiser, who has won international acclaim for industrial accomplishments during the war period.

● **The luncheon** is already a sell-out, and members unable to obtain tickets to the luncheon, but desiring to hear Kaiser's talk will be accommodated in the lounge of the Commercial Club dining room. The program will begin at 1:00 p.m. and there will be a loudspeaker outlet placed in the lounge so that members without regular luncheon tickets can hear Kaiser's speech.

● **Biography**—Born in Canojaharie, New York, in 1882, Kaiser came west at the age of 15 years, having left school in the 7th grade to go to work.

His first big project was the construction of a \$20 million highway in Cuba, after which he established his permanent headquarters in Oakland.

● **At the outbreak of the war**, he ventured into shipbuilding, first for the British government and then for the U. S. Maritime Commission.

Branch of Western States Council Formed

A Washington, D.C. branch of the Western States Council has been formed and officers elected, according to information received by the San Francisco Chamber from Frank E. Marsh, manager, Washington Office.

● **At a meeting of Pacific Coast Chamber Washington Representatives**, it was decided that insofar as Western States Council matters were concerned, a voluntary and cooperative organization would be formed to be composed of all representatives of Western groups desiring to belong.

Jack Underwood, Seattle Chamber, was named chairman with John Costello, Los Angeles Chamber, as vice-chairman.

● **Marsh declared** that those attending the meeting were in agreement that coordination of activities between the representatives had already been achieved on matters of importance to the West without any formal organization, and this type of cooperative activity would be continued along the same lines as before, but that the Washington Branch of the Western States Council would stand ready as an organization to handle recommendations forwarded by the Western States Council.

Surplus Property, Contract Termination Rules Clarified

San Francisco business leaders yesterday learned the inside story of contract termination and surplus property disposal procedures at a Chamber sponsored meeting with top ranking Army, Navy and government agency officers.

Pointing out in advance some of the essential features to be brought up at the opening meeting, Henry F. Grady, Chamber president, who was chairman of the meeting, noted that the San Francisco Bay Area war contractors were selected as the first group to have government regulations concerning termination and settlement of war contracts and disposal of surplus commodities clarified in open meeting with the end in view of laying plans for the reconversion of the Bay Area's billion dollar war industry.

"It is expected that war contractors in all parts of the United States will follow with keen interest the outcome of the session," Grady concluded.

AVIATION DAY AT C of C OFFICE



(From left to right) Kenneth R. MacDonald, San Francisco Chamber and Bay Area Aviation Committee; James F. Montgomery, Western Air Lines; Fred L. Ellsworth; Dall De Weese, Bay Area Aviation Committee; Harvey Stowers, Aircraft Industries Association of America; Weldon E. Vance, Berkeley Chamber and Bay Area Aviation Committee; Louis B. Lundborg, San Francisco Chamber; Ivar Akselsen, Bay Area Aviation Committee.

Amount of Federal Rules and Regulations Issued Revealed

The following information has been prepared by C. J. S. Williamson, Washington Representative of the California State Chamber of Commerce:

Orders, rules and regulations, as published in the Federal Register:

• Total through June 23:

June 19 —	109
20 —	90
21 —	61
22 —	86
23 —	78

424 Total for week
6,841 Total for 14 previous weeks
7,265 Total for 15 weeks

107,980 orders, rules and regulations were issued between April 14, 1936 and January 15, 1945 and published in the Federal Register. There were approximately 130 agencies of Government responsible for these orders, rules and regulations.

• In addition, over 3,600 Executive Orders were issued by the President between March 4, 1933 and January 15, 1945.

This information comes from the official files of the Senate Judiciary Committee.

Surplus Property Disposal

• The Office of Surplus Property, Department of Commerce, 30 Van Ness Avenue, UN-1922, will receive bids until July 23 on a quantity of various sizes of used airplane tires, which with repair likely are usable on various other tired vehicles. On this coast the tires are located at Ontario, Calif.

• Under Sales Catalog B-424-45, the Navy Material Redistribution and Disposal Administration, 785 Market Street, will receive bids until 10:30 A.M., July 20, on one each used commercial ironer, washing machine, starch cooker, and soap tank.

• Under Sales Catalog B-2-46, the same office will receive bids until 10:30 A.M., July 23 on 42,384 lbs. of drill rags, 14,138 lbs. of unbleached cotton, 8,021 lbs. of water-proofed cotton, and 2,640 lbs. of web straps with snap hooks and rings attached. The first three items are undecated and packed in bales. The web straps are packed in boxes.

Airplane Photo-Mural Exhibit Presented C of C by Aviation Group

No place in the world will be more than 35 hours from San Francisco when the new high speed air liners, averaging about 300 miles an hour, go into service after the war.

This was the statement of Harvey Stowers, assistant to the president of the Aircraft Industries Association of America (formerly Aeronautical Chamber of Commerce of America) at the formal presentation of an aircraft exhibit to the San Francisco Chamber of Commerce.

"The aircraft industry realizes that San Francisco has always kept abreast of all forms of transportation since the days of the sailing vessels," Stowers said, in presenting the exhibit to Louis B. Lundborg, general manager, San Francisco Chamber.

• Evidence of this can be found in the proposed modernization and expansion program for the San Francisco airport, Stowers declared, stressing that the airport will determine to a large extent the role which any community will play in air commerce of the future.

The photo-mural exhibit, which is now on display in the main lobby of the Chamber offices, includes such planes as the Boeing C-97 Stratocruiser, the Consolidated Valtee Model 37 Clipper, the Douglas C-54 Skymaster, the Lockheed C-69 Constellation and the North American P-51 Mustang.

• Also included in the exhibit is an air map of the world showing the air-hour distance from San Francisco to the principal cities of United Nations countries. This map shows, for example, that the new air liners will bring London within 18 hours flying time of San Francisco, Vladivostok within 20 hours, Cape-town within 35 hours.

President Truman and Delegates Receive Gifts From S. F. Committee

A handwrought, inlaid cigarette box made of native hardwoods is being presented to President Harry S. Truman, the United Nations Conference Committee announced today.

• The cigarette box, which was designed for presentation to the President, bears the following inscription:

"The United Nations Conference Committee of San Francisco presents this token of grateful appreciation to HARRY S. TRUMAN President of the United States for his contribution toward the successful conclusion of the United Nations Conference on International Organization and adoption of the proposed Charter June 26, 1945"

• Cigarette boxes which are being presented to all delegates to the United Nations Conference are now on display at Shreve & Company, Post Street and Grant Avenue, the Committee declared.

Each bears the gold seal of the City and County of San Francisco and has the following special inscription to each delegate under his name:

"Delegate to the United Nations Conference on International Organization—The United Nations Conference Committee of San Francisco presents this token of its grateful appreciation for your contribution to the cause of humanity—1945."

Robert C. Newell Joins Town Planning Group

Robert C. Newell, manager of the San Francisco War Housing Center for the past two years, has joined David D. Bohannon Organization, town planners and developers of suburban properties.

• Newell was a member of the committee of five property owners which put through the Twin Peaks Tunnel, and is an ex-president of the San Francisco Real Estate Board.

He played a leading role in the "Share Your Home Campaign" of last February, sponsored by the San Francisco Bay Area Public Relations Conference and implemented by the San Francisco Chamber of Commerce and other chambers throughout the Bay Area.

REDWOOD EMPIRE

Three county-wide Redwood Empire Association meetings were held in northern counties this week to discuss Association present programs and future plans at Grants Pass, Ore. (July 9), Crescent City, (July 9) and Eureka, (July 10).

New S. F. Chamber Insurance Committee Members Appointed by President Grady

Appointment of members of the new Insurance Committee of the San Francisco Chamber of Commerce was announced today by President Henry F. Grady.

Formation of the Committee was announced in June with Andrew J. Lynch, Cosgrove & Company, Inc., as chairman.

● Members are as follows:



ANDREW J. LYNCH
Chairman

Paul A. Allen, Anglo California National Bank.
David A. Barry, Pearl Assurance Company, Ltd.
Leland W. Cutler, Fidelity and Deposit Co.
Charles C. Hannah, Fireman's Fund Ins. Co., H. C. Judd, Standard Oil Company.
John R. McKee, Calif. Casualty Indemnity Exchange.
Henry E. North, Metropolitan Life Ins. Co.
Francis F. Owen, North America Companies.
F. J. Pelletier, Hinchman-Rolph & Landis.
Mervin Price, Matson Navigation Company.
Charles Seelye, Rathbone, King & Seelye.

The Insurance Committee will advise the Chamber on matters affecting the industry, and is composed of representatives of the various insurance fields and of insurance buyers.

New Units Built for Increased Christmas Mail to Army, Navy

Because of the anticipated increase of from 100 to 200 per cent over last year in Christmas mailing to Army overseas forces, a new unit will be constructed at Camp Knight Postal Concentration Center, Oakland, according to Postmaster Wm. H. McCarthy.

Lt. Commander F. R. Hayes, Officer in charge of Fleet Post Office, San Francisco, for the U. S. Navy, declared that he anticipates an increase of 100 per cent in Christmas mailing to Navy personnel overseas.

● The new unit for handling Army mailing will be 300,000 square feet in area; the present building covers an area of 250,000 square feet, thus making a total area of 550,000 square feet to handle the rush of Army Christmas mail.

In addition to the existing facilities of San Francisco Navy Fleet P. O., additional quarters are under construction which will add 260,000 square feet to the present space and will necessitate an added 2,000 in personnel, according to Commander Hayes.

S. F. Bay Area N. A. A. Chapter to Organize at Berkeley Meeting

The organization meeting of the San Francisco Bay Area Chapter of the National Aeronautical Association will be held on Thursday, July 26, it was announced today.

This is the first N. A. A. chapter to be organized on an area rather than a city basis, and all Bay Area residents interested in aviation are invited to attend.

● The meeting will be held at 6:00 p.m. on Thursday, July 26, at the Hotel Claremont, Berkeley, at \$2.00 per plate, and reservations should be made through John M. Muldoon, secretary-treasurer, pro tem, at the Berkeley Junior Chamber of Commerce, 100 Berkeley Square, Berkeley 1212.

Purpose of the meeting will be to formalize creation of the chapter, accept new members and elect officers.

● Officers nominated are:

President.....Ivar Akselsen
Vice President.....Weldon E. Vance
Vice President.....Kenneth MacDonald
Secretary-Treasurer.....John M. Muldoon
Board of Directors.....Jack Helms, Miss Ethyl Boyd, Fred Ellsworth, Roy Backman, Harry White, Frank Bell

Lowell Swenson, Chief of the N. A. A., Washington, D. C., is expected to attend the meeting and will be principal speaker of the evening.

● The N. A. A. is an organization for the advancement of private flying to which anyone interested in aviation can belong. The organization acts to stimulate interest in aviation and to watch legislation affecting aviation.

"Formation of a San Francisco Bay Area N. A. A. chapter indicates the increasing interest in aviation in this area and is evidence that in the field of aviation there is no such thing as geographical limitations," commented Weldon E. Vance, of the Berkeley Chamber and vice president, pro tem, of N. A. A. chapter.

Meetings will be held on a rotating basis throughout the Bay Area.

Free Chest X-Ray Service for Employees Available to S. F. Firms

Free chest X-rays will be provided for employees of any business or industrial firm making a request to the San Francisco Tuberculosis Association, the Chamber was advised today.

X-ray equipment will be moved into the place of business or, where only a small number of employees is involved, transportation will be provided by the Association to and from the X-ray Survey Center at the Health Building, 101 Grove Street.

● Arrangements may be completed by telephoning C. E. Morris, at the headquarters of the San Francisco Tuberculosis Association, Douglas 1104.

Chairman E. V. Mills Announces Aviation Committee Additions

Appointment of six Bay Area aviation leaders to serve on the Bay Area Aviation Committee was announced last week by Edward V. Mills, Committee Chairman.

Appointment of Robert A. Worden, Chief Coordinator, Alameda Defense Council, to represent the Alameda Chamber of Commerce, and Mrs. Iona M. Booth, Secretary Contra Costa County Development Association, to represent that organization, brings to 23 the number of Bay Area Chambers of Commerce now represented on the Committee, which has as its objective the promotion and advancement on an areawide basis.

● Additional appointees to the Committee are: E. C. Nissen, Division Aviation Manager, General Petroleum Corporation, to serve on the Airports Sub-Committee; Richard P. Gross, member of the firm of Kitcher and Gross, Investment Securities, to serve on the Finance Sub-Committee; Mrs. Albert Dehr, to represent the Women Flyers of America, Inc., on the Aviation Industries Sub-Committee; Butler S. Sturtevant, aviation planning consultant, to serve on the Airports Sub-Committee.

Mills announced appointment of L. A. Elsener, District Manager, Chicago Bridge and Iron Co., to serve as Chairman of the Committee's Technical Sub-Committee; and Fred L. Ellsworth, Aviation Representative, Shell Oil Co., as Chairman of the Airports Sub-Committee.

Twenty Oakland Harbor and Airport Projects Announced

Twenty postwar harbor and airport projects for Oakland involving expenditure of more than \$55,700,000 and embracing the entire Oakland shoreline have been announced by O. H. Fischer, chairman, Maritime and Harbor Committee of the Oakland Chamber of Commerce.

The Oakland Board of Port Commission's number one post-war project, according to James J. McElroy, president, is the recovery of certain of the outer harbor terminal facilities from the Army and further expansion planned to cost approximately \$16,000,000.

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, and refer to the Trade Tip's number.

SPECIAL NOTICE—During the last few weeks the World Trade Department has received numerous letters from illiterate areas in Europe and North Africa, as well as from many nations of the Middle East. Letters from Italy, Belgium, France, Tunisia, French Morocco, Greece, India, Iran, Palestine, Lebanon, Turkey, Egypt, and Cyprus all indicate the writers' desire to establish trade relations with the United States, if not now, at least for the postwar period. Space does not permit us to list all the products offered or asked for, but a file of these letters is being kept available at the World Trade Department, and all interested parties are invited to come in and consult them.

4033 REPLY IN PHILIPPINES—Julius Foyer of Manila would like the agency for manufacturers of hardware, building materials, electrical supplies, textiles. Manufacturers who are interested can address their replies to Arthur Foyer, care of San Francisco Chamber of Commerce, World Trade Department.

4034 EXPORTS TO NICARAGUA—Gregorio Navarro e Hijos de Managua, Nicaragua, are interested in toys, plastics, baby articles, novelties. Miss Silvia Navarro V., 3200 Harrison Street, San Francisco, Valencia 3745, may be interviewed for discussion of business terms.

4035 REPRESENTATION IN ECUADOR—Edgardo Argüello, P.O. Box 163, Guayaquil, Ecuador, desires to represent American manufacturers of glassware, fabrics, electrical materials, and canned goods. Has established business with several branch offices.

4036 REPRESENTATION IN ECUADOR—Jose Cuccalon R., Velez 517, Guayaquil, Ecuador, is anxious to represent manufacturers of canned goods, textiles, glassware, wines, liquors, electrical materials, shoes.

4037 REPRESENTATION IN NICARAGUA—F. C. Reyes Co., Ltd., Managua, D.N., Nicaragua, seek the exclusive distribution and representation for such products as textiles, pharmaceuticals.

4038 CHILEAN TRADE—Manuel Garrido Matte is a visitor to the United States and is seeking representation of American manufacturers of chemicals, machinery, building materials, electrical supplies, seeds, plastics, fishing ships, farm implements, motors, radios, etc. Complete list at World Trade Department. Requests those interested to write him care of The National City Bank of New York, South American District, 55 Wall Street, New York, N.Y., including references and illustrative literature. It is also desired that a copy of this correspondence be sent to his Santiago, Chile office, Casilla 9113.

4039 OIL FOR BRAZIL—Casa Imperio Ltda., Rua da Imperatriz 51, Inscrcao No. 1563, Recife, Brazil, would like to get in touch with refiners or exporters of petroleum products, especially kerosene and gasoline, in tin cans.

4040 Balsa Wood From Ecuador—Aserrio y Deposito de Maderas Nicolas Hanna, P.O. Box 541, Guayaquil, Ecuador, would like connections with firms interested in balsa wood. Other products they supply: lignum vitae, laurel, oak, cedar, mangrove, other tropical varieties.

4041 REPRESENTATION IN COLOMBIA—Navas & Mutis, Ltda., Oficina 604, Edificio Sierra, Bogota, Colombia, would like to hear from businessmen interested in representation in Colombia.

4042 PRODUCTS FOR PUERTO RICO—Ernesto F. Rodriguez, Inc., P.O. Box 67, San Juan 1, Puerto Rico, are interested in making contacts with manufacturers of breakfast sets, chairs and tables.

4043 EXPORTS TO PHILIPPINES—Chua Chong Hu, Globe Electrical Supply, 211 Ongan Street, Manila, Philippine Islands, would like to make connections with manufacturers, jobbers and exporters of textiles, electrical materials and accessories, construction materials and hardware, incandescent electric lamps.

4044 AGENT-REPRESENTATIVE FOR ECUADOR—Jose Miguel Parra P., P.O. Box 758, Guayaquil, Ecuador, offers to act as agent-representative in all of Ecuador, for American manufacturers.

4045 REPRESENTATION IN COLOMBIA—Rafael Posada L., Edificio del Banco de Bogota, Medellin, Colombia, desires connections with manufacturers of electrical and construction materials for exclusive representation in Medellin.

4046 REPRESENTATION IN MEXICO—Antonio I. Uribe, Camarena No. 80, Guadalajara, Jal., Mexico, offers to act as representative of American manufacturers in the states of Michoacan, Guanajuato, Jalisco, Colima, Nayarit, Sinaloa, Sonora, and Baja California.

4047 GROCERIES FOR MEXICO—Manuel Torres Eliard, M. Acuna y Jose Rosas, Atzacapotzalco, Mexico, D.F., acts as commission sales agent in Mexico City, would like connections with firms producing liquors and groceries.

War Labor Board Reports on Percent Wage, Price Increases

Less than one per cent of the employers who voluntarily ask War Labor Board approval of wage increases for their workers seek higher prices for their products, and an even smaller percentage ultimately obtained higher prices, according to a report by the National War Labor Board.

The report, covering the last three months of 1944, disclosed that 42,880 applications, involving requested wage increases for more than 2,000,000 workers, were handled by the 13 regional boards of the agency. Of these 84 per cent were approved in whole or in part.

FOREIGN TRADE TIPS—Continued

4048 REPRESENTATION IN EUROPE—Adlo Lubrano, Via Enrico Pestina 12, Naples, Italy, would like to represent American publishing firms in Italy during postwar period.

4049 REPRESENTATION IN ARGENTINA—Ciana, Corrientes 424, Buenos Aires, Rep. Argentina, are interested in the representation of all lines (complete list at World Trade Department) and also specialize in exports.

4050 EXPORTS TO PARAGUAY—Mauricio Kravetz & Cia, Casilla Correo 77, Asuncion, Paraguay, import and represent manufactured goods such as textiles, plastics, construction materials, automotive accessories, etc. Will to export quantities in post-war period, especially in the automobile trade.

4051 REPRESENTATION IN ARGENTINA—Walter L. Jourdan, Casilla de Correo 2271, Buenos Aires, Argentina, would like to get in touch with manufacturers and exporters prepared to grant exclusive representation on a commission basis. Lines desired: hardware, tools, wire, screws, nails, rubber goods, chemicals, bazaar-articles, novelties, textiles, cotton and rayon yarns, etc.

4052 TRADE WITH CHILE—Disproin Ltda., Casilla 9225, Santiago, Chile, would like connections with exporting manufacturers of the following lines: schoolroom equipment, office equipment, stationery, tableware, crystalware, luxury items, gifts, etc.

4053 EXPORTS TO BRITISH GUIANA—C. V. Yu, 11 Brickdam, Georgetown, British Guiana, South America, would like to correspond with manufacturers intending to develop business in Central and South America.

Published weekly at 333 Pine St., San Francisco, Zone 4, County of San Francisco, California. Will Williams, Editor. Telephone EXbrook 4511. Subscription, Fifty Cents a Year (Included in Annual Dues). Entered as Second Class matter April 26, 1944, at the Post Office at San Francisco, California, under the act of March 3, 1879.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details, contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6142—MR. L. H. ENLOR, E & S Home Appliance Company, 4426 California Avenue, Seattle 6, Washington, interested in a sales representative for the "Strato-Liminator," a no-draft circulating ceiling fan that has proven acceptance in the East. An exclusive franchise for the territory will be offered.

D-6143—MR. R. A. POWER, JR., NORTH WESTERN SUPPLY COMPANY, LTD., 550 Beatty Street, Vancouver, B. C. would like to act as an agent for consumer items in British Columbia and later on in Western Canada.

D-6144—MR. IRWIN R. TUCKER, IRWIN R. TUCKER COMPANY, 308 West Washington Street, Chicago 6, Illinois, would like to act as a representative in their territory for frozen, dried, or dehydrated foods.

Airlines Plan Fleet 3 Times Pre-war Size

In their early expanded postwar fleets, 19 airlines of the United States expect to have 975 planes operating at higher speeds and seating 36,180 passengers, according to a survey by the Air Transport Association.

Before Pearl Harbor, the 19 domestic airlines had available 359 planes with 6,250 seats and after the Army and Navy had taken over one-half of these planes, the airlines were left with about 166 ships to operate over their regular domestic routes.

C of C Representative at Supervisors' Meeting

Attending the Board of Supervisors meeting, Monday, July 9, was:

E. J. McClanahan, member of Francisco Chamber Board.



Bay Region Business

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SAN FRANCISCO CHAMBER OF COMMERCE

Volume 2

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Number 29

WASHINGTON NOTES

*From Washington Office,
San Francisco Chamber of Commerce*

The Surplus War Property Newsletter (a private publication), 1701 H Street N.W., Washington 6, D. C., is endeavoring to assist the Surplus Property Board in finding a simple, convenient and satisfactory Government surplus selling program to the customer or potential customer.

• Vincent F. Callahan, Editor of the Surplus War Property Newsletter, has cooperated with the Washington office of the San Francisco Chamber of Commerce in the past on the entire surplus war property program.

The Newsletter is now giving readers of Bay Region Business the opportunity to state bluntly what they think of the Government surplus war property program based on their own experience. As a buyer or potential buyer you are competent to provide a constructive appraisal, criticisms and suggestions.

It will be appreciated if readers of Bay Region Business who have had experience with the surplus property program would furnish some of the following information to the Washington office in order that a coordinated approach will be made to the entire problem.

1. Are you satisfied with the Government's method of selling surplus property as exemplified by the disposal agency with which you do business? (Answer yes or no, specifying kind of surplus which interests you.)

2. Are you buying surplus war property? State whether you have encountered difficulties or delays, and what they are.

3. Have you tried to buy, and didn't? Give us the full story of your unsuccessful effort.

4. Are you able to obtain readily information about surplus for sale?

5. Are you familiar with the names of the disposal agencies, what they sell, where their selling offices are located?

6. Do you understand the policies which various sales agencies have adopted? Have any such policies interfered with your buying?

7. Is it your personal experience we are interested in. Have you any general comments or suggestions?

In cooperation with the Surplus War Property Newsletter organization we shall try to obtain the greatest usefulness for all concerned from this collection of information, opinion and ideas. Please answer quickly so we can put the data to work.

Employers Asked to Aid in Program for Travel Conservation

Robert H. Willson, chairman of the Travel Conservation Committee of the San Francisco Chamber of Commerce, today appealed to San Francisco employers requesting that employees' travel be kept to a minimum and that no business trip be undertaken if the result could be attained by letter, telephone or telegraph.

"We also ask that where a trip is deemed necessary, one man be sent rather than several, and that executives and employees be urged not to take wives and families with them on business trips," Willson added.

According to Walter A. Rohde, manager, Chamber's Transportation Department and secretary of the Travel Conservation Committee, the Committee has cards on display in the San Francisco streetcars for the entire month of July; three-sheet posters have been put up on billboards all over the city, and some 25,000 one-page leaflets have been printed for general distribution, to implement a local campaign to discourage unnecessary travel at this time.

Grady Elected Director of National Foreign Trade Council

Henry F. Grady, president, San Francisco Chamber of Commerce, has been elected to the Board of Directors of the National Foreign Trade Council, Inc., in New York.

• Grady was one of two new members elected to the Council's Board at the annual election of officers on July 2.

Two other San Francisco men, P. A. Kinnoch, American Trust Company; and Stanley Powell, California Packing Company, are also directors of the Foreign Trade Council.

Proposal for Western Geneva Purchase Made; Kaiser Makes Bid

A specific proposal that Westerners form a company to purchase the Geneva steel plant from the government was made here last week by Edward H. Heller, member of the Surplus Property Board.

• This recommendation was made at a meeting of top ranking Army, Navy and government agency officials with San Francisco war contractors and business leaders, sponsored by the San Francisco Chamber of Commerce.

Henry F. Grady, Chamber president, was chairman of the meeting.

• The policies of the Surplus Property Board on disposal of government-owned plants were clarified at the meeting and Board members stressed the need for the West to make specific suggestions to the Board rather than wait for Washington to solve Western problems.

Heller stated that the Board believed there was need for both the Geneva and Fontana steel plants to be continued in order to provide the Western region with cheap steel.

In regard to the overall surplus plant disposal problem, Heller said local capital in defense areas and small business generally will be favored.

* * *

Acting upon the suggestion of the Surplus Property Board, Henry J. Kaiser announced formation of a syndicate of Western financial and industrial interests, to be called the "Kaiser Syndicate," which would negotiate to purchase and operate a \$350,000,000 iron and steel industry in the West.

Included in Kaiser's bid, which was sent to the Defense Plant Corporation in Washington, D. C., was a proposal to lease and operate the Geneva steel plant at Provo, Utah.

INDUSTRY TERMINAL TARIFF MEET

The proposed industry terminal tariff to govern the amount of switching that will be rendered at industries under line-haul rates will be discussed at a public meeting in Room 237, Merchants Exchange Building, 465 California Street, San Francisco, on Tuesday, July 24th, at 10:00 A.M.

A series of written questions, submitted by industries, were referred to the railroads by Walter A. Rohde, Manager of the Chamber's Transportation Department, and will be read and answered at the meeting. It is expected that this procedure will shorten discussion on this very complicated subject.

Truck Operators Say Saturday Closing Costly

S. F. Meet Handling, Agricultural Program Praised by Expert

Raymond Miller of the American Institute of Cooperatives, Philadelphia, was guest of honor at a meeting of the Agricultural Committee of the San Francisco Chamber of Commerce last week.

● Miller complimented the city on its part in the United Nations Conference, stating that according to reports from the State Department, it was the best conducted conference in which the State Department had ever taken part and San Francisco had done a fine job.

He also said that it was most gratifying to learn of the accomplishments of the Chamber's Agricultural Committee which in its efforts to advance agriculture in the State is achieving much.

Miller in the past has conducted several surveys of farm attitude toward San Francisco—the first revealed that the city had been neglecting its responsibility to assist the agricultural areas; the second (a year after the Agricultural Committee was formed) showed a considerable improvement in farm attitude toward the city; and the third revealed a complete reversal in attitude from the results of the first survey, and Miller rated San Francisco as working more closely with agriculture than any other city in the United States.

Jesse Tapp Named Assistant to Secretary of Agriculture

Jesse W. Tapp, member of the Agricultural Committee of the San Francisco Chamber of Commerce and Vice President of the Bank of America, formerly War Food Administrator, has been named as Special Assistant to the Secretary of Agriculture, according to information from the Chamber's Washington Office.

Tapp will serve as a member of a special committee on reorganization of the Department of Agriculture.

Surplus Property Disposal

- The Department of Commerce, Office of Surplus Property, 30 Van Ness Ave., will conduct a spot sale on July 20 for a variety of vehicles of both commercial and passenger types. Sales will be made only to used car dealers and will take place at the Ordnance Service Command Shops, 1850 Geneva Avenue, San Francisco.
- The Materials Disposal Section, U. S. Maritime Commission, Washington 25, D. C., has for sale 300 new 6-cylinder Continental gasoline marine engines, developing 160 horse power. The retail price is \$1515 each, and discounts are allowed to authorized distributors, exporters, and boat builders.
- Under Sales Catalog No. B-3-46, the Supply Department, Mare Island Navy Yard, will receive bids until 2:00 P.M., July 26, on the following new material: CONNECTORS, LUGS, HORNS, LAMPS, BRUSHES, CABLE, FILES, OARS, TEES, REFLECTORS, STERILIZER, LACQUER, CEMENT, GREASE, COVERS, VALVES, PACKING, BATTERIES.

The practice of many concerns in closing their receiving rooms or refusing to receive freight on Saturdays is proving very costly to the truck operators and is one of the factors which must eventually lead to an increase in trucking rates if it is not remedied.

Urban Redevelopment Bill Signed by Warren Important to S. F.

The Urban Redevelopment bill, A.B. 1531, was signed by Governor Warren, Friday, July 13, according to Charles E. Gibbs, Legislative Representative of the San Francisco Chamber.

Passage of this measure was supported by the Chamber on recommendation by its Municipal Affairs Committee, according to P. Tremain Loud, chairman of the committee.

The bill authorizes cities with a "master plan" drawn up by a Planning Commission to condemn and acquire blighted areas in order to rebuild these districts "in the interest of the health, safety and general welfare of the people of the communities in which they exist and the people of this state generally."

Passage of this bill was of particular interest to San Francisco, because it will permit erection of a World Trade Center, Produce Market and other planned improvements for the city.

Electrical Exhibit Held Here by Owens-Corning

Because of the growing importance of the West Coast in the electrical manufacturing industry, an exhibit of specially designed electrical equipment will be shown in San Francisco, July 18, 19, and 20 in the St. Francis Hotel, sponsored by Owens-Corning Fiberglas Corporation of Toledo, Ohio.

● The exhibit will demonstrate how design engineers in electrical manufacturing industry are using Fiberglas electrical machines in motors, generators, transformers and other electrical machines.

Sponsors invite anyone interested to view the exhibit.

Dick Carlson, FCC, Resigns, New Post with N. Y. Firm

Resignation of Dick Carlson, director of personnel, Federal Communications Commission, has been announced by Chairman Paul A. Porter.

● Carlson will join the staff of Rogers & Slade, management consultants, New York City, and will continue to serve FCC on a consultant basis.

● **Trucking problems**—Walter A. Rohde, Manager of the Chamber's Transportation Department and Chairman of the San Francisco Car Efficiency Committee, points out that the truckmen are short of equipment, drivers, platform men, mechanics and other help, and are also faced with considerable difficulty in getting repair parts.

"They have had a tremendous load thrown upon them and simply cannot afford to have their terminals and trucks cluttered up with undelivered freight over the week-end. Much of this freight is received in railroad cars. Any backing up of freight because of inability to make Saturday deliveries means delays to rail equipment," Rohde said.

● **Car detention** is already serious in San Francisco and failure of receivers to cooperate to the fullest extent may force the imposition of embargoes or other restrictive measures.

"The flow of war materials to San Francisco is very heavy," Rohde added, "and is increasing rapidly as the campaign in the Pacific mounts in intensity. This traffic must move without delay and will move. Commercial traffic will simply not be permitted to interfere."

All receivers are, therefore, earnestly urged to accept delivery on Saturdays even if it means extra expense. The alternative may prove to be considerably more costly.

New ICC Order Prohibits Sunday and Holiday Car Loading

Service Order No. 332 of the Interstate Commerce Commission prohibits loading of freight cars on Sundays or on any legal holiday, national or state, in California and Arizona, effective from July 8th to midnight of August 31st, according to Walter A. Rohde, Manager of the Chamber's Transportation Department.

● Only exceptions are Army and Navy freight or cars loaded at shipside at ocean ports.

Provision is made for special or general permits. Industries engaged in war work and operating on a seven-day basis should immediately apply to the Commission in Washington for a permit to continue loading on Sundays and holidays, and give the Commission full particulars of the necessity therefor.

The Washington Post

Registered in U. S. Patent Office.
An Independent Newspaper
(Published every day in the year.)

Eugene Meyer, Editor and Publisher

Saturday, June 30, 1945

Cosmopolis

The dispersion of the San Francisco delegates to the far ends of the earth will return the city to its quondam ways. We are sure the delegates said goodbye to the Golden Gate with the kindest feelings. They were the recipients of a warming hospitality, which kept up, in spite of rationing restrictions, during the entire nine weeks of deliberations. It is invidious to particularize, but we shall risk it in picking out Mayor Roger Lapham, a "mine host" in looks as in manners, and the chairman of the local hospitality committee, Mr. Henry F. Grady. Both officials are now giving worthily to the city what they had already given to the Nation. However, all San Franciscans behaved as hosts, and there was no service to the throng of Conference workers the provision of which had to be cajoled out of the willing and friendly people.

San Francisco's hospitality is the true affording it. That is one reason that it never palled. San Francisco knows it has a lovely city, and likes to show it off. There is a surfeit of angles in this city of hills, in this setting of mountain and seascape, which provides views of unforgettable and surpassing beauty. The city becomes a jewel when you look at it from the range that bars the northern peninsula from the sea. The grandeur when seen from the distance of the city limits. And the bay between, the Golden Gate, is almost too breathtaking to be broken even by the marvelous bridge that spans it. These are spectacles. But San Francisco likewise has its intimate sights. Past civilizations have left quiet memorials in San Francisco, and, in the surrounding countryside, the valleys teem with fertility and the woods and hillsides display all the floral color of creation. The pride of the city in itself is justified and never unbecoming.

People, however, make any city, no matter how fair it may be. In San Francisco the visitors from abroad must have noticed the combination in San Francisco of a cosmopolitan sophistication with a Western forthrightness. The combination is irresistible. Both qualities are toned down to just the right level of inoffensiveness. So that San Francisco felt that the Conference was a moment for the city as well as for the world, and acted as a steward with a becoming awareness of its significance in the life of humanity. Now it goes back to its old status, throbbing again with life as the gateway to the Pacific, matching power and vigor with its beauty, and leaving an impression upon the world of this Nation's vitality.

This editorial was read in the House of Representatives by Hon. Franck R. Havenner of San Francisco and is permanently recorded in the *Congressional Record*, June 30, 1945

A Tribute to San Francisco

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, and refer to the Trade Tip's number.

SPECIAL NOTICE—During the last few weeks the World Trade Department has received numerous letters from liberated areas in Europe and North Africa, as well as from many nations of the Middle East. Letters from Italy, Belgium, France, Tunisia, French Morocco, Greece, India, Iran, Palestine, Lebanon, Turkey, Egypt, and Cyprus all indicate the writers' desire to establish trade relations with the United States, if not now, at least for the postwar period. Space does not permit us to list all the products offered or asked for, but a file of these letters is being kept available at the World Trade Department, and interested parties are invited to come in and consult them.

4054 TRADE WITH ITALY—Alfredo. Fabbri, c/o Istituto Farmaceutico R. Puzi, Via Vesputiana, 4, Bistonia, Italy, is interested in representing American manufacturers and exporters looking toward establishment of export agencies in Italy and other European countries. Has wide experience and connections. Full details at World Trade Department. Address inquiries either to L. M. Fabbri, 300 Montgomery Street, San Francisco, or A. J. Fabbri, 42 West Broadway, New York, N.Y.

4055 FOOD FOR BOLIVIA—Simon Bedoya, largest foodstuff importers in Bolivia, are seeking to establish direct connections with manufacturers, canners, exporters of dried fruits, canned fruits, fruit juices, lumber, sardines, salmon, powdered and evaporated milk. Vice president of the organization, Mr. Eduardo Lopez, is visiting in New York and may be reached by writing, 54 Riverside Drive.

4056 TRADE WITH ARGENTINA—Hampton & Berg, 578 Rivadavia, Buenos Aires, Argentina, act as agents and representatives for manufacturers and exporters. Can export: agricultural produce, chemical and prime materials, vegetable oils, dairy produce and byproducts, wines, liquors and other drinks, packing house byproducts, edibles, manufactured articles.

4057 EXPORTS TO MANILA—Campos Rueda Hermanos, Inc., Ascara 2205, Manila, Philippine Islands, would like to contact exporters and manufacturers of the following: men's wear, hardware, household articles, batteries, machinery, electrical appliances, office equipment and furnishings, used typewriters, etc.

4058 TRADE WITH CANADA—Central Purchasing Agencies Limited, 57 Bloor Street West, Toronto 5, Canada, are commission agents, buying and selling to commercial houses, industrial firms and institutions. Would like to contact American manufacturers looking for outlets in Canada. Handle food products and other merchandise.

4059 TRADE WITH GREECE—The American-Hellenic Chamber of Commerce, America Str. 3, Athens, Greece, has been reorganized. Would like to hear from manufacturers, exporters and importers wishing to resume or initiate business relations with members of that organization.

4060 REPRESENTATION IN SWEDEN—Fred Gullberg, Frejgatan 28, Stockholm, Sweden, is anxious to represent packers and exporters of dried fruits, canned fruits, canned berries and canned vegetables, especially strawberries and asparagus. Member of Federation of Swedish Commercial Agents. References available at office of royal consulate general of Sweden, care of commercial attaché, San Francisco.

4061 TRADE WITH BELGIUM—American-Belgian Chamber of Commerce in Belgium, 25, Rue du Champ-de-Mars, Brussels, Belgium, would like to have manufacturers and exporters interested in future trade with Belgium to send offers, descriptive catalogues, or illustrated pamphlets care of their office.

4062 PACIFIC CURIOS—Sami & Company, Box No. 291, G.P.O., Suva, Fiji, specialize in the export of Pacific Island curios such as hand-made genuine silver and tortoise shell articles, Fiji mats, shells, corals and other marine products. Also would like to get in touch with general exporters of canned fish, produce lines, kitchenware, razor blades, textiles, etc.

4063 FOOD EXPORTS TO CANARY ISLANDS—Jacobo Molino Alcarado, Apartado de Correos, Num. 177, Las Palmas de G. Canaria, Canary Islands, would like to get in touch with general exporters of canned fruit and meats, hardtack and liquors.

4064 REPRESENTATION IN VENEZUELA—Joaquin Paris, Apartado Postal 391, Maracaibo, Venezuela, is interested in representing American manufacturers of medicines, cloth goods, food products, building materials, novelties.

4065 REPRESENTATION IN CUBA—Ernesto A. Betancourt, Apartado No. 1, Camaguey, Cuba, would like to represent fish packers and fruit canneries for the island of Cuba.

Regional Clinic Held Here by CANCCOCE and U. S. Chamber

A two-day clinic for Chamber of Commerce managers in Central and Northern California was held in San Francisco, Tuesday and Wednesday of this week, in the Chamber of Commerce building.

Instead of holding its Annual Western Institute, the Chamber of Commerce of the United States has sponsored a series of clinics throughout the country in conjunction with the meetings of regional Chamber groups, in order to cooperate with the Office of Defense Transportation ruling that large conferences be discontinued during the war transportation crisis.

The San Francisco clinic was co-sponsored by the National Chamber and the Central and Northern California Chamber of Commerce Executives (CANCCOCE).

Ben Lawshe, manager, Commercial Organizations Department of the National Chamber, and Paul Good, manager, Education Department, conducted the clinic.

Jack Behrens, manager, Napa Chamber, and president, CANCCOCE, and William E. Hammond, manager, Western Division of the U. S. Chamber, presided at the clinic.

FOREIGN TRADE TIPS—Continued

SPECIAL NOTICE—The World Trade Department has a copy of the list of foreign buyers' arrivals in the United States, published in the New York Journal of Commerce, and is keeping it on file for the consultation of interested members. Also on file for consultation is the Trade Information Bulletin of "The American Automobile," publication of Business Publishers International Corp. Many trade opportunities are listed.

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DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details, contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6145—The KEMPER-THOMAS COMPANY, Cincinnati 12, Ohio, would like to act as distributor in that territory for advertising novelties and gift items. Sells to all classes of business and has a resale division which sells to all types of retailers.

D-6146—BEAR MANUFACTURING COMPANY, Rock Island, Illinois, looking for distributor in San Francisco and adjacent territory to sell Industrial Dy-Namic Balancing machines used in manufacturing plants to balance rotating parts in eliminating vibration.

Pacific Clay Products

Pacific Clay Products of Los Angeles has purchased N. Clark & Sons, 401 Pacific Avenue, Alameda, and will operate this property as the N. Clark & Sons Division of Pacific Clay Products, according to information received from Kenneth Barrette, Assistant to President.

"COAST GUARD"

The United States Coast Guard, oldest commissioned service in the nation, will commemorate its 155th birthday on August 4, by "renewed blows at the enemy," according to the announcement.

Chamber Activities

● Thursday, July 19

12:00—Commercial Club—Luncheon for Henry Kaiser
10:30-12:00—Room 206—Municipal Conference
12:15-1:15—Room 206—Junior Chamber Speakers Committee

● Friday, July 20

12:15—Commercial Club—Sites and Building Section
12:15-1:15—Room 206—Junior Chamber Aviation Committee
1:45-2:45—Room 206—S. F. Motion Pictures

● Tuesday, July 24

12:15-1:15—Room 206—Junior Chamber Marine Committee
12:15-1:15—Room 207—Junior Chamber World Trade

● Wednesday, July 25

11:30-12:00—Room 206—Membership Committee
12:15-1:00—Room 206—Junior Chamber Board of Directors
5:30—Room 207—Junior Chamber Public Health



Bay Region Business

PUBLISHED BY THE

SAN FRANCISCO CHAMBER OF COMMERCE

Volume 2

Thursday, July 26, 1945

Number 30

Vern Culver Leads Membership Drive

An intensive drive to recruit new members of the San Francisco Chamber of Commerce was announced today with Vern A. Culver, manager, Chanslor & Lyon Company, as chairman.

WASHINGTON NOTES

From Washington Office,
San Francisco Chamber of Commerce

• Reconversion Pricing

The Office of Price Administration has issued Supplemental Order No. 118 which provides a method which may be used to calculate new ceiling prices for Manufacturers who do a relatively small volume of business (\$200,000 annually) and who are about to make "reconversion products" or are reconverting to the manufacture of other civilian goods.

An amendment provides a simplified pricing method for small manufacturers with less than \$50,000 annual volume. Supplemental order No. 119 provides a reconversion pricing method for manufacturers with an annual volume of over \$200,000.

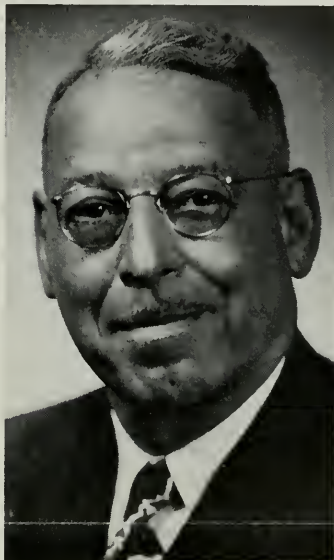
• Surplus Property:

If Congress approves the recommendations of President Truman and John W. Snyder, new Director of the Office of War Mobilization (Reconversion) the disposal of Surplus War Property will be centered in a single Administrator and probably an independent agency, not connected with any other department, will handle all sales. The facilities of RFC, Commerce, Agriculture, Army, and Navy would doubtless be used.

• Home Building:

Builders and top Washington officials are concerned over the shortage of lumber for building purposes, particularly on the West Coast.

An Inter-Agency Committee on Construction has been proposed by the National Association of Home Builders and others, in an effort to secure remedial action.



VERN A. CULVER
"Through His Efforts"

Bay Area N. A. A. Chapter Meets Tonight

A San Francisco Bay Area chapter of the National Aeronautical Association will be officially formed at a dinner meeting tonight at the Hotel Claremont in Berkeley.

• Purpose of the meeting is to formalize creation of the chapter, accept new members and elect officers.

All Bay Areas interested in aviation are invited to join. Reservations for the dinner meeting are being taken by John M. Muldoon, secretary-treasurer, pro tem, at the Berkeley Junior Chamber of Commerce, 100 Berkeley Square, Berkeley 1212.

It is believed that this is the first N.A.A. chapter to be organized on an area rather than a community basis.

• The drive is set for August 21 through August 24.

With the slogan "Let's Keep Out in Front," the San Francisco Chamber is aiming at building its total membership manpower to over 5,000.

"The Chamber has been preparing and consistently working for the things which will mean progress for San Francisco," President Henry F. Grady declared in announcing Culver's appointment as chairman of the drive.

"It is our feeling that the time is now upon us when we, in San Francisco, must step up our total community job in industrial, foreign trade and domestic trade development and promotion, if we are to hold the gains this community has made.

"The expanded program that the Chamber has projected will enable us to reach out into the fields where San Francisco's greatest opportunities lie.

"But there must be leadership and vision, hard work and the financial support of every businessman in this community.

"Starting August 21, volunteer members of the San Francisco Chamber will go out into the field to sell the Chamber's program—the job the Chamber will do for business in this area—in an effort to get more businessmen lined up for the big push.

"We are very fortunate to have Vern Culver as the leader of our drive. Through his ability and conscientious efforts, the Chamber and the community will gain tremendously."

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Six Months' Industrial Expansion . . .

—By the Chamber's Industrial Department

Over \$34,898,000 will be invested in new and expanded northern California industrial enterprises announced during the first six months of 1945, according to tabulations by the San Francisco Chamber's Industrial Department.

• One hundred seventy-six new factories will represent expenditures of \$26,452,400, while 153 expansions will account for \$8,446,500. Approximately 90% of the development occurred in the San Francisco Bay Area.

During this period, San Francisco accounted for 45 new plants and 72 expansions with outlays totaling \$6,076,150. This represents a substantial increase over the first six months of 1944, when only 16 new factories and 29 expansions were reported for total investments of \$4,000,000.

Industrial gains in northern California for June, 1945, representing total investments of \$6,669,200, exceed those for May of this year when investments aggregated \$6,035,000. During June 37 new plants were announced with outlays of \$5,053,000, while 32 expansions totaled investments of \$1,616,200.

San Francisco's gains for June included nine of the new factories with expenditures of \$232,000 and 70 jobs, as well as 15 expansions with outlays of \$622,700 providing 100 new jobs.

Some of the announcements in northern California for June were as follows:

- **San Francisco Brewing Corp.**, 490—10th Street, San Francisco, has purchased large three-and-a-half-story building on the northwest corner of 11th and Bryant Streets. The building is presently occupied by the American Meter Co., but will later be used by the San Francisco Brewing Co. for expansion of its plant.
- **Shell Chemical Company**, Salina, Stanislaus County. Company plans the construction of an agricultural laboratory on a 142-acre tract there. Plans are being figured by a selected list of contractors.
- **International Minerals and Chemicals Co.**, San Jose, announced plans for a \$1,000,000 plant on a 26-acre Monterey Road site, to produce mono-sodium glutamate from sugar beet pulp residue. F. H. Chatterton from Chicago is President and General Manager.
- **Pacific Can Company**, 290 Division Street, San Francisco, has purchased 25-acre site at San Leandro for a new plant which will employ about 1,500 persons. Company also plans construction of a 250 by 600-foot steel frame factory building at Modesto. E. F. Epphart is President.
- **Larsen Ladder Manufacturing Company**, Santa Clara, plans construction of a new manufacturing plant on a Laurelwood Farm 10-acre site adjoining the Pacific Redwood Casket Co. plant.
- **Toyo Manufacturing Co.**, Oroville, Butte County, advanced tentative plans for construction and operation of plant to manufacture children's toys and furniture. C. C. Wichter, L. T. Allen and C. E. Hauser, partners, who operate a factory near Los Angeles, have recently discussed with members of Oroville City Council the possibility of leasing a portion of the city's industrial tract. The new plant would employ 50 persons.
- **Los Robles Vineyard and Winery**, St. Helena, Napa County, is a new corporation which plans the construction of a winery and bottling plant. Ralph Santapita, Chrysler Building, New York, is President.

Exhibit Featured in AAF Day Celebration Here, August 1

The greatest collection of Army Air Forces equipment ever assembled in the Bay Area for public inspection will be displayed before San Franciscans at an exhibition to be held jointly at San Francisco Municipal Airport and Civic Center Square on Army Air Forces Day, August 1, commemorating the 38th Anniversary of our AAF.

Coordinated Mapping Act Signed by Governor Warren

Coordinated statewide mapping will result from the Governor's signature of S. 803 which was passed at the last session of the Legislature.

On recommendation of its Mining Committee, this legislation had been advocated by the San Francisco Chamber of Commerce and provides for a relatively constant level of mapping activity for at least a decade.

The legislation creates an advisory council on maps in order that the interests of diversified agencies in basic topography may be coordinated. Under the plan \$3,000,000 will be provided ultimately but it is expected that through the coordinated activity more maps will be obtained for less money. The program also has been advocated by the State Reconstruction and Reemployment Commission.

SURPLUS PROPERTY

The Navy Material Redistribution & Disposal Administration, 785 Market Street, is receiving bids on all of the following surplus materials:

- **Under Sales Catalog B-23-46** until 10:00 A.M., July 30, on varying sizes and quantities of new aluminum bars, angles, T-bars, Z-bars, channels, and Q-moldings.
- **Under Sales Catalog B-24-46** until 10:00 A.M., July 28, on carbon softening equipment for use in cleaning pistons or other parts on which carbon has accumulated.
- **Under Sales Catalog B-25-46** until 10:00 A.M., July 28, on quantities and varieties of new spare parts for "Washington" and "Enterprise" diesel engines.
- **Under Sales Catalog B-19-46** until 10:00 A.M., July 28, on 20 new "Crane" 1½ in. globe valves and on 10 new 3 in. flanges.
- **Under Sales Catalog B-18-46** until 10:00 A.M., August 4, on quantities of brass borings, brass and copper scrap.
- **Under Sales Catalog B-21-46** until 10:00 A.M., July 27, on 3,060 lbs. mixed brass and bronze turnings and borings.

• Many of the latest type aircraft, including a giant B-29 "Superfortress," are to be included in the display which is being arranged under the auspices of Fourth Air Force Headquarters in San Francisco with the assistance of the Air Transport Command and the Air Technical Service Command.

Climaxing the program will be an Army Air Forces Day banquet at the Palace Hotel, sponsored by the Civil Air Patrol, with Major General Willis H. Hale, Commanding General, Fourth Air Force, as principal speaker.

"Victory in the Air," produced by the Army Air Force First Motion Picture Unit at Culver City and containing many combat sequences never before screened publicly because of high security classifications, is scheduled for its premiere showing at the banquet.

• Tickets for the dinner are available at the ticket booth in the Palace Hotel lobby at \$5.00 each. Attendance is limited to 600, first come, first served.

At Civic Center Square it is planned that one of the AAF's newest fighter planes, the jet-propelled P-59 "Airacomet" will go on exhibition along with a captured Jap Navy "Zeke" fighter.

Severe wartime restrictions have prevented previous public showings of many of these planes, consequently it will be the first opportunity for San Franciscans to view them. Admission to the exhibits is free of charge and will be open to the public throughout the day.

UNITED FARE CUT

Plans for another four per cent reduction in air travel fares effective probably September 1, have been announced by United Air Lines. According to W. A. Patterson, president, the cut will bring United's total basic fare reductions since Pearl Harbor to 24 per cent.

We Can Build the West, Says Kaiser

CAB Grants Routes In North Atlantic; Coast Case Pending

Of importance to the San Francisco Bay Area is the recent decision of the Civil Aeronautics Board to grant certificates in the North Atlantic Case to Pan-American, American Export, and Transcontinental and Western Air.

● **Pan-American's route** is extended to Calcutta, India, via the Central European capitals, while American Export gets a route through Greenland and Iceland to Moscow and via the Azores to the British Isles, Berlin and Moscow.

TWA obtains a certificate to operate via Newfoundland to Foynes, Paris, Berne, Rome, Athens, Cairo, Jerusalem, Basra, Dhahran, and Bombay, and over a southern route to Lisbon, Madrid, Algiers, Tunis, Tripoli, Bengasi and Cairo, and over a third route via Lisbon to Rome. The TWA extension will, for the first time, give San Francisco a one-company operation to Europe, Northern Africa and Western Asia.

● **Two proposed reports of interest** to San Francisco have also been issued. In the Hawaiian Case, the Examiners have recommended that United Airlines be allowed to compete with Pan-American, and have recommended that the application of Western Airlines, Northwest Airlines, Matson Navigation Company, Hawaiian Airlines and Ryan School of Aeronautics be rejected.

In the West Coast Case, which was heard in San Francisco November 1-16, 1944, Examiner Ruhlen has recommended that American's Route 4 be extended to San Francisco and Oakland on flights originating or terminating at El Paso or East. If approved by the C.A.B., this will give San Francisco a third transcontinental airline. The Examiner also recommended that United be authorized to serve a number of additional points in the San Joaquin Valley on Route 11, and be permitted to operate an alternate route to the Northwest by way of Bend, Oregon.

● **Feeder line services** to and from San Francisco will be provided for the first time if the Examiner's recommendation regarding South-west Airways is approved. This would provide for some 72 stops on routes to and from this city.

The recommendations in both cases are subject to the filing of exceptions by interested parties, and final decision will be made by the C.A.B.

Calling upon businessmen in the West to assume leadership in forging a post-war industrial empire in the West, Henry J. Kaiser forecast that by this effort employment would be stimulated for as many as 30 million people throughout the nation in housing, transportation, highways, and public health alone.

Revised S. F. Directory of Manufacturers Available Soon

The San Francisco Manufacturers Directory, maintained by the Domestic Trade Department, is in the process of being brought up to date and revised editions will be available in the near future.

A new directory is being compiled of larger manufacturers with 100 employees or more and of distributors with 50 or more employees in the San Francisco Bay Area. This directory will list the name of the company, address, location, chief executive, number of employees and the type of activity.

The regular manufacturers directory covers San Francisco only and is divided into ten parts according to broad industry classifications.

Chamber members interested in obtaining such lists may write Domestic Trade Department, San Francisco Chamber.

"Plan Tomorrow Today"

Lieutenant Commander J. Edward Sharkey, USNR, as guest speaker at a luncheon of the San Francisco Advertising Club, yesterday, delivered the third in a "Plan Tomorrow Today" series of speeches sponsored by the Ad Club. Commander Sharkey's talk dealt with the vocational training of the Navy and its influence in the postwar world.

Commander Sharkey is Vocational Training Officer of the Twelfth Naval District and has recently completed an assignment at the United Nations Conference as Navy Personnel Officer.

RUSSIAN WAR RELIEF

Russian War Relief, Inc., has withdrawn from the National War Fund, according to Parker S. Maddux, Northern California Chairman, who simultaneously announced formation of a Richmond committee of the Northern California Russian War Relief, under the chairmanship of Mayor C. D. Erickson.

● **Speaking before** the San Francisco Chamber of Commerce and the Commercial Club last week, Kaiser declared that now is the time to build.

"Here in this metropolitan Bay Area hundreds of plans have been formulated looking toward the day when we shall be released from the restraints and necessities of war. Our Chamber of Commerce is in itself a listening post and a clearing house for these plans. As we have been a vast arsenal for war so we must be a tremendous reservoir of strength for peace.

"All of our facilities are inadequate. Housing, transportation, highways and all the institutional life which modern living requires are taxed far beyond their capacity."

● **Kaiser pointed out** four principles "on which the hopes of a new world are oriented": full employment, competition, freedom from regulation and restraint, and a new level of productivity.

He declared that the industrial West must have a steel industry of its own.

"We can have an all-Western steel industry if we fight for it—and make no mistake, we will have to fight for it.

"And the light metals will also be produced and fabricated throughout the entire area. If we really mean to achieve a fully productive industrial economy in the West, we must go the whole way—and now is the time."

Kaiser predicted that automobiles would be manufactured in the West and that a new standard of home building and highway systems could be set here.

"I accept the judgment of the experts who proclaim that the Pacific Basin will be the theatre where civilization makes its next great advance . . . and I am ready to accept the forecast that the Orient will be one of our best customers, even as we will be one of theirs."

However, he concluded, the need is for western leadership and he called upon businessmen of the West to regain the spirit of the pioneer and take advantage of the opportunities that the postwar period will offer.

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, Ext. 72, and refer to the Trade Tip's number.

SPECIAL NOTICE—The World Trade Department continues to receive numerous letters from countries all over the world wishing to resume or expand commercial relations with the United States. In a special file in this department are letters from the liberated areas of Europe and North Africa, the Middle Eastern nations, Latin America, and others. These letters from Cyprus, Belgium, Bulgaria, Egypt, France, Greece, India, Iran, Iraq, Italy, Lebanon, Tunisia, Palestine, Roumania, etc. all indicate the writers' desire to establish trade relations with the United States, if not now, at least for the postwar period. Space does not permit us to list all the products offered or asked for, but a file of these letters is kept available at the World Trade Department, and all interested parties are invited to come in and consult them.

4066 REPRESENTATION IN PORTUGAL—Eco Trading Ltd., P.O.B. 31, Rua do Crucifixo, 50, Lisboa, Portugal, offer to act as representatives for American firms. Would like to hear from businessmen planning sales in Portugal and Spain during postwar period.

4067 MEXICAN RELIGIOUS ARTICLES—Comercial Columbia, Av. Madero 43 Desps, 205-207, Mexico, D.F., manufacture silver medals, crosses and crucifixes for rosaries. Would like to get in touch with stores dealing in religious articles.

4068 REPRESENTATION IN NICARAGUA—Gregorio Navarro e Hijos de Managua, Nicaragua, are interested in the representation of manufacturers of toys, plastics, baby articles, novelties. Miss Silvia Navarro V., 320 Harrison Street, San Francisco, would like to hear from local businessmen for the discussion of terms.

4069 DISTRIBUTION IN BELGIUM AND BELGIAN CONGO—Sadonia Ltd., 30 Rockefeller Plaza, New York 20, New York, are interested in obtaining the exclusive distribution of well-known lines of manufactured products to be handled in Belgium and the Belgian Congo. Complete information at World Trade Department.

4070 LABELS FOR THE PHILIPPINES—L. N. Javinez & Co., 801 Raon Street, Manila, Philippine Islands, are interested in woven labels for tailors and Belgian Congos, wish to have direct connections with manufacturers and ask that they mail catalogues and prices immediately.

4071 BATHROOM ARTICLES FOR CHILE—Gazitza & Cia, Ltda., Casilla 13275, Santiago, Chile, would like to receive direct quotations from manufacturers on the following articles: bath tubs; lavatories; water closets. Also interested in Zizalkraft, a zizal conglomerate covered by layers of electric copper, used for waterproofing roofs and terraces. Terms and quantity desired given at World Trade Department.

4072 MEXICAN SILVER JEWELRY—Ana Sosa Hernando, Apartado Postal No. 211, Ciudad Juarez, Chih., Mexico, manufacture and distribute silver jewelry. Official and list at World Trade Department.

4073 EXPORTS FROM SPAIN—Pedro Calleja, Calera, No. 18, Burgos, Spain, represents Spanish wineries and suppliers of cork. Can send samples and quotations.

4074 TRADE WITH AUSTRALIA—Mr. Norman McLeod, General Manager of McLeod & McLeod, Sydney, Australia, wholesale merchants and manufacturers agents, is in the U. S. to make connections with manufacturers. Company is prepared to serve as importers, sales representatives, or manufacturers on a royalty basis. Especially interested in hardware, paint brushes, kitchenware, household appliances, gasoline irons, stapling machines, novelty lines, electric fans. Those interested may write Mr. McLeod at the New York Athletic Club, 180 Central Park South, New York City. Mr. McLeod plans to visit San Francisco in the near future.

4075 URUGUAYAN PATENT AGENT—Ernesto Sugar, Cerrito 563, Montevideo, Uruguay, would like to make connections with American firms interested in the registration of their trade marks or letters patent in Uruguay and other South American countries. Mr. Sugar has been working as a patent agent and sworn translator for 10 years.

4076 CUBAN EXPORTS—Trinitario Betes Bruzos, P.O. Box 2237, Havana, Cuba, offer to export work gloves, tropical preserves. Prices and terms given at World Trade Department.

SPECIAL NOTICE—The Consulate of El Salvador, Russ Bldg., Sutter 7924, asks that all suppliers of electric telephones get in touch with their office, as the government of El Salvador has advised them of its interest in obtaining these appliances.

Resumption of Private Trade with Philippines Getting Underway

Latest developments in connection with resumption of private trade with the Philippine Islands were today summarized by Kenneth H. Campbell, manager, World Trade Department of the San Francisco Chamber, from information sent to him by Frank E. Marsh, manager of the Washington Office.

According to Marsh, the Foreign Economic Administration has advised that the Army has agreed to allow 12 businesses per month to enter the Philippines, Campbell declared.

● San Francisco Bay Area exporters were also advised to submit applications immediately for shipment of canned fish, excepting salmon and tuna, and for meat and dairy products, and to file with FEA a record of 1940 and 1941 shipments by year and schedule B number.

Elaborating on the resumption of limited travel to the Philippines for commercial reasons, Campbell said that names of those traveling to the Philippines must be approved by FEA and the Army and warned that living accommodations were up to the individual. It was revealed that ten of the quota of 12 could travel by ship, and two by air.

Lack of distribution facilities within the Philippines now seems to be the greatest deterrent to a resumption of private trade with the United States, but as soon as that hurdle is overcome it would appear that the situation would be relieved, Marsh informed Campbell.

However, no allocations of goods for July and August have yet been announced and it is not now expected that there will be any commercial allocations until September.

FEA has been working on a Philippine requirement program to be submitted to the War Food Administration, War Production Board, and other agencies, for consideration.

Every effort is being put forth by FEA for private traders to operate in the Philippines, and the Army, it is understood, has given a verbal agreement to step out of the picture, subject to conditions and the ability of FEA to handle requirements for the Philippines through commercial channels.

Exceptions may be granted on such cases as may be entirely essential to the restoration of industry in the Philippines.

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DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details, contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6147—HERCULES SLING COMPANY—1830 Camp Avenue, Rockford, Illinois, interested in a representative here for their equalizing chain sling. Used in foundries, steel plants, ship building and ship loading, bridge construction and manufacturing plants where very heavy work requires handling.

D-6148—DEFIANCE MACHINE AND TOOL COMPANY, INC., 1920 S. Vandeventer Avenue, St. Louis 10, Missouri, seeking representation in this area for the automatic marking machine. Would like a machinery dealer who will stock a machine for display purpose. Will grant a protected territory.

KAISER SPEECH AVAILABLE

Text of the speech delivered by Henry J. Kaiser before the San Francisco Chamber of Commerce and the Commercial Club, Thursday, July 19, has been printed and will be mailed to members of the Chamber.

Other Bay Region Business readers interested in obtaining copies of Kaiser's talk may write the Chamber's Publicity Department.

Chamber Activities

● Thursday, July 26

12:15—Room 206—Junior Chamber Marine Committee

2:30-3:30—Room 206—Junior Chamber Marine Committee

● Friday, July 27

10:00-12:00—Room 206—Guayule Committee

● Monday, July 30

1:00-3:00—Room 206—Iron and Steel Section

● Tuesday, July 31

12:15-1:15—Room 206—Junior Chamber World Trade

2:45-5:00—Room 206—Merchant Marine and Harbor

● Wednesday, August 1

11:30-12:00—Room 206—Membership Campaign

12:15-1:00—Room 206—Junior Chamber Board of Directors



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Thumb Nail Sketch: by the Research Department

Now that the emphasis is on the war in the Pacific, the San Francisco Port of Embarkation will become the most important port in the world, according to its new Commanding General.

June over-all traffic movement in the Bay Area moved into new highs, with freight car movements and air passengers at top levels, in sharp contrast to the steady decline in shipbuilding. General business activity in San Francisco made a new June peak. At the same time, retail department store sales rose above May in contrast to the usual seasonal trend.

June freight car movements within the San Francisco-Oakland switching limits amounting to 76,121 cars were within one-half of one per cent of the May all-time high, and 13.5 per cent above last June. Air passenger traffic on-and-off at San Francisco Airport established a new high in June of 37,039 passengers, topping June last year by 65.6 per cent; air mail loaded amounting to 1,540,311 pounds was 104.9 per cent above last June.

• FINANCIAL

Bay Area June financial transactions amounting to \$2,426,818,000 were exceeded only once, by the March total, and were up 3.5 per cent over June a year ago, with the six months' cumulative of \$13,574,714,000 up 8.3 per cent.

• SALES

June Bay Region department store sales were up 17 per cent over last June with the six months' cumulative up the same, according to the Federal Reserve reports based on surveys of nineteen stores. Apparel store sales were up 26 per cent over June. Nine depart-

ment stores in San Francisco reported increases over last June of 19 per cent, and fourteen apparel stores an increase of 25 per cent for the same period. The six months' cumulative was up 19 per cent and 14 per cent, respectively.

June department store sales in the Central Valley were reported 12 per cent above last June, Northern California 16 per cent, Southern California 12 per cent, and in the Twelfth Federal Reserve District sales were reported up 13 per cent.

Independent retail store sales reported by the Bureau of the Census for May showed sales in California were up 7 per cent with the five months' cumulative up 11 per cent; May sales by women's ready-to-wear outlets, household appliance dealers, farm equipment dealers, and florists were foremost in gains over last year.

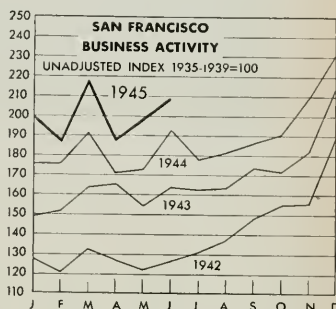
In San Francisco sales were up 9 per cent in May and 11 per cent for the cumulative period, with the same lines leading the sales as reported for California. Pittsburg led all California cities with an increase of 24 per cent over May 1944. Santa Rosa ranked second with a gain of 18 per cent; Pasadena third with 12 per cent; and Stockton fourth with 11 per cent.

In the wholesale trade field, the Bureau of the Census reports Pacific Coast sales up 2 per cent over last May with the five months' cumulative up 6 per cent.

Automotive supply lines were up 23 per cent, leather and shoe findings 19 per cent, and industrial supplies 15 per cent for the cumulative period. During the same period, plumbing and heating, and shoes and footwear lines dropped off most with 18 per cent and 10 per cent declines.

• MANUFACTURING

The manufacturing industries in the San Francisco-Oakland Industrial Area during



June, reflecting the completion of some of the large war contracts, continued lower in both employment and payrolls.

June wage earners totaled 186,600 compared to 193,400 in May and 248,100 in June last year. The durable industries accounted for 134,400 and nondurable for 52,200 compared to 196,200 and 51,400 in June last year. In this field, average weekly earnings in June amounted to \$61.79 compared to \$61.28 in May and \$60.52 last June. The average hourly earning was \$1.349 and average hours worked per week 45.8 compared to \$1.338 and 45.2 last June.

• BUSINESS ACTIVITY

General business activity in San Francisco during June continued on the same upward trend as in May into new high ground for the month. Measured by our index at 208.6 June business activity was 5 per cent above May and 8 per cent above last June. The six months' average of 199.8 was 11 per cent above the same period last year.

San Francisco activity for the first half of 1945 attained new highs in several fields including department store sales, financial transactions, postal receipts, freight car movements, air traffic, and electricity and gas sales. Real estate sales for the period were the highest in 19 years, and commercial failures reported were the lowest on record.

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CHAMBER "GENERALS"



Meeting of "Generals" for Membership Campaign: (left to right—standing) Roy Emery, Frank Edwards Co.; Benjamin E. Jordan, Sunset-McKee Company; E. J. Cardinal, Mercury Press; F. R. Meyer, Standard Oil Company; Frank E. Bodine, Westinghouse Electric Corporation; W. Lansing Rothschild, Yellow Cab Co. (seated) Vincent T. Mead, Buckbee, Thorne & Co.; Richard D. Brigham, Anglo California National Bank; Vern A. Culver (chairman), Chancellor & Lyon Co.; Lew Cook, Safeway Stores. (Glenn H. Ticer, KQW, also a "General," is not pictured here.)

Bay N. A. A. Chapter Formed; Application Made for Charter

A San Francisco Bay Area Chapter of the National Aeronautical Association has been formed with Ivar Akselsen, Bay Area Aviation Committee, as president.

In accepting the presidency, Akselsen predicted that this would be the largest and most powerful chapter of the N.A.A. in the country, with a probable membership of 2,000 Bay Area aviation enthusiasts.

The new chapter has applied to the N.A.A. headquarters for a charter, and until it has been granted, there is still opportunity for those interested in aviation to join as charter members.

Memberships are being taken by John M. Muldoon, secretary-treasurer, of the chapter, at the Berkeley Junior Chamber of Commerce, 100 Berkeley Square, Berkeley 1212.

Vice presidents elected at the meeting are Weldon E. Vance, Berkeley Chamber, and Kenneth MacDonald, San Francisco Chamber.

REPAIR FACILITIES SOUGHT

Additional San Francisco Bay Area boat and railroad rolling stock repair facilities are sought by the Transportation Corps of the Army, according to an announcement by the San Francisco Chamber's Industrial Department.

Persons owning or operating facilities which are not in full use and which would serve these purposes are urged to communicate with the San Francisco Procurement Office, Army Transportation Corps, 461 Market Street, telephone GArfield 5435.

The facilities which are required should be adaptable to the handling of minor and major repairs and preventive maintenance on all types of boats from 37-footers up and all types of railroad rolling stock, including diesel and steam locomotives.

Ten "Generals" to Lead Membership Drive Appointed

Ten "Generals" have been named for the San Francisco Chamber of Commerce Membership Campaign, August 21 to 24, Vern A. Culver, Drive Chairman, announced today.

Plans were laid at an initial meeting of "Generals" (see picture above) for over 300 men to go out to tell the Chamber's story, program of work and plans for a greater San Francisco.

"San Francisco and the Bay Area have made phenomenal strides forward," declared Louis B. Lundborg, general manager of the San Francisco Chamber, in outlining the theme behind the Campaign, "and our slogan 'Let's Keep Out in Front' exemplifies this forward movement."

In a statement to his "Generals," Culver commented that confidence is "catching."

"The San Francisco Chamber of Commerce is an organization doing a job, and our workers can do their job enthusiastically because we have a chamber worthy of our support."

John Ek, manager of the Chamber's Membership Department, outlined campaign procedure and organization to the "Generals."

Napa News Letter

A new monthly NEWS LETTER is being published by the Napa Chamber of Commerce, and the first edition was sent out in July.

In a letter of congratulations to Jack Behrens, secretary-manager of the Napa Chamber, C. P. Tanner, manager of the San Francisco Chamber's Domestic Trade Department, commented that the NEWS LETTER reflected great credit both to the Napa organization and its management.

"Washington Post" Editorial Advocates Bay Naval Academy

An editorial advocating establishment of a naval academy in the San Francisco Bay Area was carried in the *Washington Post*, Monday, July 30, on the front page, according to a wire from Frank E. Marsh, manager, Washington Office of the San Francisco Chamber of Commerce.

The Bay Area Naval Affairs Committee has been working for some time to secure a military academy for the Pacific Coast.

Following is the text of the editorial:

"Do the American people think that the Pacific Ocean is going to be important to the future of the United States? They certainly do. The Navy thought so when it tried and failed to get the Congress to fortify Guam.

"The Navy now wants to hold naval and air bases in the Pacific necessary to protect our security. The *Post* agrees with the Navy and enthusiastically supports a policy for maintenance of peace in the Pacific by strong naval and air force at strategic points.

"The Navy plans a postwar expansion in personnel and facilities at Annapolis.

"The *Post* feels strongly that such a major expansion of educational facilities should be on the shores of the Pacific Ocean.

"The great port of San Francisco is the natural gateway to and from the Pacific. It is the great railroad terminal of the Pacific Coast. It has a vast harbor and every kind of shipping facility. The Army is using it for its principal shipment of men and supplies at this very moment.

"Washington has always underrated the importance of the Pacific Coast. The Navy has sometimes shown a lack of imagination.

"Too slowly did it become air-minded, as this paper had occasion to point out more than two years ago. Let it not delay in becoming Pacific-minded. Let it have a naval academy on San Francisco Bay.

"Let half of our Navy boys get their training on the Pacific Coast. Perhaps better, let our Navy boys get half of their training on the Atlantic Coast and half of it on the Pacific Coast."

SURPLUS PROPERTY

The Office of Surplus Property, Department of Commerce, 30 Van Ness Avenue, will conduct a sale during the week of August 27 at Stockton on new parts for trucks, automobiles, and motorcycles. Full information is available at the above office.

On August 14 at 10:00 A.M. in Los Angeles, the above office will conduct a spot sale on used tractors, escort wagons, road graders, road rooters, scrapers, pumps, snow plows, vegetable planters, barrage balloon winches, etc.

Under Sales Catalog B-4-46, the Supply Department, Mare Island Navy Yard, will receive bids until 2:00 P.M., August 7, on quantities of the following new material:

FLEXIBLE SHAFTS, BRUSHES, SCREWS, NUTS, BOLTS, CEMENT, GLASS, GYPSUM, COMPOUND, DYE, POWDER, SODIUM, SOLVENT, ELECTRODES, RODS, LANTERNS, FLOODLIGHTS, CEILING FIXTURES, GLOBES, REGULATORS, FITTINGS, SWITCHES, GATES.

Under Sales Catalog C-30-46, the Navy Material Redistribution and Disposal Administration, 785 Market Street, will receive bids until 10:00 A.M., August 6, on quantities of new machine bolts of two sizes, carriage bolts, blank bolts, and round steel pins.

The Salvage Officer, Pacific Overseas Air Technical Service Command, 1950 Broadway, Oakland, is disposing of lumber at \$35 per 1000 board feet. It is various widths and lengths, and the nails are not removed.

"Peace Through Air Power!"

SPECIAL AVIATION DAY LUNCHEON TOPIC
TO BE DISCUSSED BY

Eugene E. Wilson

PRESIDENT, AIRCRAFT INDUSTRIES ASSOCIATION OF AMERICA
(Formerly Aeronautical Chamber of Commerce)

At Luncheon in the Commercial Club

Thursday, August 16, 1945

Sponsored by:

San Francisco Chamber of Commerce
Bay Area Aviation Committee
San Francisco Commercial Club

**Tables are not reserved, but tickets must be purchased in advance. Members will be taken care of to the limit of capacity, but it will be to your advantage to make reservations early before ticket sales are opened to the general public.*

SAN FRANCISCO CHAMBER OF COMMERCE

33 Pine Street, San Francisco 4, California

Please reserve.....place(s) for me at \$1.50 each at luncheon honoring EUGENE E. WILSON, Thursday, August 16, 1945, in the San Francisco Commercial Club, at 12 noon. Kindly enclose self-addressed envelope for forwarding tickets.)

Name

Firm

Address

CHECK
CLOSED

*At Luncheon in

The San Francisco
Commercial Club

Thursday Noon
August 16, 1945

Price \$1.50 per plate
{ \$1.46 plus 4c tax }

SURVEY of BUSINESS CONDITIONS IN SAN FRANCISCO

BRANCH OF ACTIVITY	JUNE 1945	JUNE 1944	PER CENT CHANGE	6 MONTHS 1945	6 MONTHS 1944	PER CENT CHANGE
GENERAL BUSINESS ACTIVITY S. F. C. of C. Index 1935-39 Avg. = 100	208.6	192.9	8.1	199.8	180.0	11.0
CONSTRUCTION PERMITS						
Total	(number) 450	307	46.6	2,523	2,106	19.8
Residential, New	(value) 1,757,055	511,775	243.3	6,669,938	7,489,599	10.1
Single-family Dwellings, New	(number) 154	56	175.0	758	779	-2.7
Non-Residential, New	(value) 803,400	[204,000]	293.0	3,919,100	5,396,525	-27.4
Additions, Alterations & Repairs	(number) 137	53	158.5	481	709	-32.2
Installations	(value) 661,700	195,600	238.3	1,916,100	2,340,700	-18.1
REAL ESTATE						
Sales	(number) 9	5	80.0	54	42	28.5
Mortgages & Deeds of Trust	(value) 707,500	3,335	1,959.6	1,188,785	165,625	-28.2
Releases	(number) 206	181	13.8	1,187	909	30.6
	(value) 214,587	291,100	-26.3	1,432,761	1,862,349	-23.1
	(number) 81	65	24.6	524	376	39.4
	(value) 31,568	12,840	145.9	149,287	65,100	129.3
RETAIL DEPARTMENT STORE SALES San Francisco	(index) 194	165	17.6	191	160	19.3
FINANCE						
Bank Deposits	(\$000) 1,900,345	1,843,336	3.1	10,476,811	9,652,396	8.5
Bank Clearings	(\$000) 1,345,714	1,279,821	5.1	7,670,592	7,122,309	7.7
Postal Receipts	(\$000) 4,182,422	2,359,114	77.3	27,105,018	17,085,116	58.6
San Francisco Stock Exchange	(no. shares traded) 893,088	606,917	47.2	4,316,384	3,011,269	43.3
	(market value) 15,716,182	10,745,155	46.3	87,682,263	48,606,592	80.4
COMMERCIAL FAILURES	(number) 0	1	...	5	0	-44.5
Liabilities	(\$000) 0	2,150	...	88,210	71,805	22.8
Assets	(\$000) 0	1,005	...	11,035	7,704	43.2
EMPLOYMENT & PAYROLLS - Bay Area (5 Co.'s)						
Employment	(index) 222.5	296.2	-24.9	249.7	308.3	-19.0
Payrolls	(index) 439.3	572.1	-23.2	483.6	569.0	-15.0
NON-MFG. INDUSTRIES (5 Co.'s)						
Laundry, Cleaning, Dyeing	(payroll) 169.8	152.1	11.2	166.5	150.9	10.3
Wholesale Trade	(payroll) 150.8	141.3	6.7	151.3	141.4	7.0
Retail Trade	(payroll) 139.0	129.5	7.3	137.8	128.2	7.5
Hotels	(payroll) 205.8	180.8	13.8	200.5	118.7	10.3
PLACEMENTS IN SAN FRANCISCO - U. S. E. S.						
Industrial Placements	(number) 9,839	12,252	-19.7	66,539	65,158	2.1
Commercial Placements	(number) 8,757	11,017	-20.5	59,096	58,240	1.5
	(number) 1,082	1,235	-87.6	7,443	6,918	7.5
TRANSPORTATION						
Freight Car Movements	(number) 32,788	29,723	10.3	186,956	183,864	1.7
San Francisco Airport Traffic	(no. planes) 2,718	1,649	64.8	14,728	8,723	68.8
Express Shipments - Rail	(no. passengers) 37,039	22,373	65.6	186,621	103,124	81.0
Air	(number) 335,666	289,423	16.0	2,017,624	1,714,255	17.7
Air Mail Loaded	(number) 10,299	7,142	44.2	61,935	45,768	35.3
	(pounds) 4,540,311	751,591	104.9	11,111,943	3,989,241	180.7
UTILITIES & NEW DEVELOPMENTS						
Electric Energy Sales Index	(k.w.hrs.) 181	158	14.6	191	168	13.7
Industrial & Commercial Gas Sales	(cu.ft.) 1,090,870,000	1,032,792,800	5.6	6,722,270,200	5,412,927,500	24.2
Water Consumers	(net gain) 258	312	...	744	375	98.4
Tourist & Settler Inquiries	(number) 258	71	263.4	...	...	...
DAIRY RECEIPTS, FRUITS & VEGETABLES						
Butter	(pounds) 5,473,307	5,891,819	-7.1	28,982,490	21,561,181	34.4
Cheese	(pounds) 1,404,262	1,768,096	-20.6	8,243,831	6,602,650	24.7
Eggs	(cases) 111,093	214,938	-48.3	869,333	973,178	-10.7
Poultry, Dressed	(pounds) 1,462,766	2,096,385	-30.2	10,360,395	13,664,481	-24.2
Fruits & Vegetables	(carlots) 2,565	2,390	7.3	11,229	10,929	2.7
LIVESTOCK SLAUGHTER (b)	(total number) 209,284	240,054	-12.8	1,204,386	1,252,408	-3.8
Cattle	(number) 44,760	37,358	19.8	252,852	195,514	29.3
Calves	(number) 16,393	17,416	-5.9	63,991	63,580	0.6
Sheep and Lambs	(number) 117,436	124,054	-5.3	606,918	559,830	24.5
Hogs	(number) 30,695	60,224	-49.0	190,625	432,384	-55.9
SAN FRANCISCO LIVING COSTS 1935-39 Avg. = 100						
Food	(index) (d)	142.5	...	(d)	145.3	...
Clothing	(index) (d)	136.5	...	(d)	141.1	...
Rent	(index) (d)	106.3	...	(d)	106.3	...
Fuel, Electricity and Ice (c)	(index) (d)	92.6	...	(d)	92.6	...
House Furnishing Goods	(index) (d)	137.4	...	(d)	133.0	...
Miscellaneous	(index) (d)	129.2	...	(d)	131.6	...
All Items	(index) (d)	129.2	...	(d)	131.5	...

(a) These data are based on reports submitted to the Division of Labor Statistics and Law Enforcement, State of California.

(b) Federal Inspection - San Francisco District.

(c) Gas costs have declined since 1925 and electricity costs since 1921.

(d) Not available in time for current survey.

Acknowledgment is hereby made to Thomas Magee & Sons, Dun & Bradstreet, Inc., local utilities, private organizations, Federal Reserve Bank of San Francisco, California State Departments of Industrial Relations, Agriculture, and Employment, and the United States Departments of Labor, Agriculture, and Commerce, and the United States Bureau of the Census, for the basic data each contributed toward this survey compiled by the Research Department, San Francisco Chamber of Commerce.

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Philippine Representative Here

Pedro Guevara, representing the Philippine Commonwealth, is in San Francisco for a few days and can be reached by those interested in seeing him in regard to current business conditions in the Philippines, at the American President Lines, 311 California Street, DO 6000.

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Bay Region Business

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SAN FRANCISCO CHAMBER OF COMMERCE

Volume 2

Thursday, August 9, 1945

Number 32

WASHINGTON NOTES

*From Washington Office,
San Francisco Chamber of Commerce*

● **S. F. Appointments**—Charles C. Hannah, President, Fireman's Fund, and Francis V. Keesling, President, West Coast Life Insurance Co., have been appointed to serve on the Insurance Department committee of the Chamber of Commerce of the United States. These appointments were made by Eric A. Johnston, President of the National Chamber.

● **Agriculture**—The functions of the War Food Administration have been transmitted to the Secretary of Agriculture. This was accomplished by an Executive Order effective June 30, 1945, which made effective the consolidation of the War Food Administration and the Department of Agriculture.

● **Building**—More than five million property owners have been enabled to make improvements, repairs and alterations amounting to almost two billion dollars under the program of the Federal Housing Administration, according to Raymond M. Foley, FHA Commissioner.

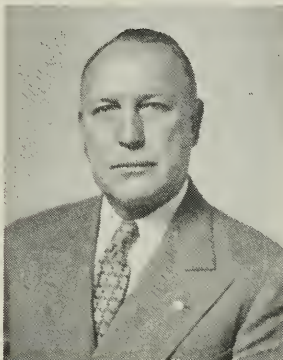
● **Lumber**—Lumber production for the first five months of 1945 was 9.7 percent below that for the comparable period of 1944.

● **Imports**—An upswing in imports from the west coast of South America has been reported by the War Shipping Administration, which said a wartime record for homeward ship loadings was established for that area in June.

● **Rail Travel**—The average journey per passenger on the railroads of this country was 104.6 miles in 1944, compared with 37.9 miles in 1920. Passenger traffic on the railroads, measured in passenger miles, in the first half of 1945 was more than four times the volume handled in the same period in 1939.

Eugene E. Wilson, Aviation Leader, to Speak at Luncheon

"Peace Through Air Power"—a prediction of the role the airplane will play in the postwar period—is the subject of discussion for Eugene E. Wilson, president, Aircraft Industries Association of America, and vice chairman, United Aircraft Corporation, at a luncheon in the Commercial Club, Thursday, August 16.



EUGENE EDWARD WILSON
*President, Aircraft Industries Association of America,
Vice Chairman, United Aircraft Corporation*

The luncheon featuring Aviation is sponsored by the San Francisco Chamber of Commerce, the Bay Area Aviation Committee, and the San Francisco Commercial Club.

Wilson entered the aircraft manufacturing field, after 10 years of aviation experience in the Navy, as president of the Hamilton Standard Propellers Corporation (a division of United Aircraft). Soon he absorbed the duties of president of the Sikorsky Aircraft Corporation and the Chance Vought Corporation (other divisions).

In 1937 he assumed office of senior vice president, and in 1940 as president, of the United Aircraft Corporation which now comprises four manufacturing divisions.

Under Wilson's leadership, these four divisions rapidly expanded to meet the needs of the Armed Forces for engines, propellers and aircraft, until today it is one of the world's largest aircraft companies.

The Aircraft Industries Association of which he is president was formerly called the Aeronautical Chamber of Commerce of America, and is an organization of manufacturers of aircraft and aircraft parts in the United States.

Western Groups Mobilize to Secure Coast Naval Academy

Western States Congressional Representatives, Washington, D. C., representatives of Western cities, and the Bay Area Naval Affairs Committee are being mobilized to push establishment of a Naval Academy on the West Coast.

● **Letters** to all Senate and House representatives of the Western States are being sent by Henry F. Grady, president of the San Francisco Chamber, to stimulate further efforts on their behalf in obtaining approval of a West Coast Naval Academy.

● **Frank E. Marsh**, manager of the Chamber's Washington Office, is working to unite Washington representatives of West Coast cities in presenting the "reasons why" to the proper authorities in the Nation's Capital.

The San Francisco Chamber has called a meeting of the Bay Area Naval Affairs Committee, tomorrow, to lay a final course of action in presenting the Bay Area as an ideal Naval Academy site.

SATEVEPOST Features S.F.'s "Emperor Norton"

Emperor Norton, one of the most fabulous characters in the annals of San Francisco, springs to life again in a feature article in the August 11th issue of the *Saturday Evening Post*.

● **A leading merchant** of the Gold Rush days, he was made an eccentric in 1853 by a reversal in his fortunes, and for 30 years he was loved and honored by San Franciscans as "Emperor of the United States and Protector of Mexico."

The *Post* article is taken from "Storied San Francisco," published by Fireman's Fund Insurance Company and dedicated to the recent United Nations Conference.

**We're in the Lead—
Let's KEEP Out in Front**

San Francisco
Delegation
Visits Boise Bay Lea
Good Will Gro To Wes

Purchase of an industrial site by the Twin Falls Chamber of Commerce, shows "remarkable foresight in postwar planning," C. P. Tanner, manager of the domestic trade department of the San Francisco Chamber of Commerce, told C. of C. directors at a luncheon meeting here Friday.

Tanner and other members of a good will tour of Utah and Idaho to promote business relations with San Francisco

Then all day
and Monday
me back in - Se

Idaho Impresses S.F. Delegation

Idaho delegation will arrive in San Francisco today to meet with the S.F. Chamber of Commerce and visit the city.

'Good Will' Group Arrive In This City

San Francisco Group To Make Several Appearances In Boise

C. P. Taylor of the San Francisco Chamber of Commerce and his wife, Mrs. Taylor, will arrive in Boise today to meet with the Idaho delegation.

Salt Lake, San Francisco C. of C. Pledge West Aid

Everything possible will be done to help expedite in building up the industrial future of the west. The industrial future of the west is the common goal of the Salt Lake and San Francisco Chambers of Commerce.

San Francisco of C.'s in Utah, Idaho

San Francisco Chamber of Commerce Visits S.F. Delegation

San Francisco Business Men Visiting Provo

San Francisco Chamber of Commerce Visits S.F. Delegation

Friendly, Trade Relations Chamber Delegation

It demonstrates, as the most significant sign the State of Utah has had in years. It means that with San C. of C.'s help the resources of the can for the first time be fully exploited. The following message of Western expansion, the Delegation met with the seven cities included in the tour to discuss their local problems and offer the assistance of the San Francisco Chamber of Commerce. "Problems affecting your community affect us, so they automatically become our problems as well."

communities and areas within the eleven Western states on the solution of problems which are common to all.

"Frankly, we are also here in the interests of establishing closer friendly and trade relationships. We realize fully, however, that trade is a reciprocal proposition and that if we are to ask you to patronize the San Francisco market, we must also assist you in finding consumers for your resources.

"We feel certain that the area comprising the eleven Western States has greater possibilities for expansion and development than has any other area of comparable size in the world.

"San Francisco is making plans now to establish facilities commensurate with the size and scope of the opportunities for exploitation of western resources in the years immediately ahead of us.

"The facilities of which we speak are not in any sense for the use of San Francisco alone. They have been planned to care for the needs of the entire West. They will serve the area as a whole."

San Francisco Chamber of Commerce Delegation

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As San Franciscans Conferred Here

San Francisco Chamber of Commerce Delegation

Progress in Western Unity Told by Returned Domestic Trade Group

San Francisco Chamber of Commerce Delegation

A Sign of Coming Peace Times

San Francisco Chamber of Commerce Delegation

Progress in Western Unity Told by Returned Domestic Trade Group

San Francisco Chamber of Commerce Delegation

San Francisco Chamber of Commerce Delegation

San Francisco Chamber of Commerce Delegation

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, Ext. 72, and refer to the Trade Tip's number.

SPECIAL NOTICE—The World Trade Department continues to receive numerous letters from countries all over the world wishing to resume or expand commercial relations with the United States. In a special file at this department are letters from the liberated areas of Europe and North Africa, the Middle Eastern nations, Latin America, and others. These letters from Cyprus, Belgium, Bulgaria, Egypt, France, Greece, India, Iran, Iraq, Italy, Lebanon, Tunisia, Palestine, Roumania, etc. all indicate the writers' desire to establish trade relations with the United States, if not now, at least for the postwar period. Space does not permit us to list all the products offered or asked for, but a file of these letters is kept available at the World Trade Department, and all interested parties are invited to come in and consult them.

4077 MANUFACTURES FOR EGYPT—The Obelisk Trading Agency, 26, Nabil Daniel Street, Alexandria, Egypt, would like to make connections with manufacturers of toilet preparations, stationery items, playing cards, pharmaceutical and biological products, chemicals, spirits and cordials, dry fruit, etc.

4078 AGENCY IN PARIS—Société Auxiliaire du Commerce Automobile, 42 Rue Pasquière, Paris 8, France, wishes to act as exclusive agent for France in the distribution of automobile accessories, agricultural equipment, tools for automobile repair shops, etc.

4079 REPRESENTATION IN AUSTRALIA—Mr. Frederick T. Larrabee, 243 Moon Street, Lewiston, Maine, is the United States agent for J. Blackmore & Co., Assembly Hall, 2 York Street, Sydney, Australia, and would like to hear from manufacturers of toys, seeds, plastics, rubber, toys, costume jewelry, canned fish, foodstuffs, glassware, etc. Whole agency for Australia desired.

4080 DRUG & CHEMICAL REPRESENTATIVE—Dr. Daniel A. Bonilla, 34, Calle Oriente No. 37, San Salvador, El Salvador, seeks to represent drug and chemical firms.

4081 REPRESENTATION IN URUGUAY—T. J. Vlamnick, Francisco Vidal Street 604, Uruguay, Montevideo, would like the exclusive representation of American manufacturers and exporters.

4082 EAST AFRICAN SUPPLIES—Twentische Overseas Trading Co., Ltd., P.O. Box 320, Mombasa, Kenya, East Africa, would like to contact importers and exporters interested in the following commodities for post-war business: hides skins, tanning materials, coffee, tea, beans, beeswax, chillies, oil seeds, oilcakes, salt products, essential oils and incense, timber, papaine, guinea ivory, raffia, raw wood, palm slate, native curios and handicrafts, tobacco, kyanite and other minerals, dennis root, kapok, rubber, brushes, brooms, fertilizers.

4083 REPRESENTATION IN COLOMBIA—Vega Posada e Hijos, Calle 12, 8-73, Bogota, Colombia, are interested in representing American manufacturers of textiles, ladies' furnishings and novelties.

4084 TRADE WITH MEXICO—Mr. R. J. Gutierrez of Maderas Mexicanas, Cinco de Mayo 27, Mexico, D.F., would like to hear from firms interested in importing the following Mexican hardwoods and pine: mahogany, primavera, Spanish cedar, genuine oak, hickory walnut, Mexican cedar, guano paste, Mexican pine. Also wishes to hear from exporters of manufactures, fresh and dry fruits who need an agent for Mexico.

4085 REPRESENTATION OF ARGENTINE FIRMS IN MEXICO—San Martin 154, Buenos Aires, Argentina, seeks a broker firm to represent them on commission basis for placement of Argentine products such as: hides, wool, tallow, fertilizers, etc. Also offer to represent American firms in Argentina.

4086 FIJI EXPORTS—Pacific Trading Co., G.P.O. Box 306, Suva, Fiji, are exporters of silver filigree fancy goods, cats' eye novelty goods and gift sets, and tortoise shell fancy goods. Would like to contact interested firms.

4087 EXPORTS TO HAWAII—United Distributors Company, P.O. Box 133, Honolulu 10, T.H., are distributors and representatives of general merchandise, would like to add new lines, particularly merchandise which could be sold to the Armed Forces.

4088 REPRESENTATION FOR TEXTILES—Brummel, San Rafael 106, Havana, Cuba, seeks the representation of textile firms.

4089 NUTS FROM SPAIN—Exportadora del Agro Espanol, S.A., Calle San Fernando 1, Apartado 65 Reus, Spain, are looking for a representative in this area to act as sales agent for their export of filberts and almonds, shelled or unshelled. Would also like to hear from brokers handling dried fruits.

4090 REPRESENTATION IN ECUADOR—Luis A. Romero Garcia, P.O. Box 818, Guayaquil, Ecuador, seeks to represent manufacturers or exporters of a wide variety of products. Complete list at World Trade Department.

Hunters Point Holds Open House for Public

Open house will be held at Hunters Point Naval Drydocks on Sunday, August 12, according to Captain N. L. Rawlings, U.S.N. Commanding Officer.

Several large battle-scarred warships, including carriers, submarines and destroyers, will be on public display.

Yard facilities and civilian employees at work repairing naval units of the Pacific Fleet may also be viewed.

Tickets are free and may be obtained in downtown retail stores. Transportation is being provided by the U. S. Navy, details of which will be announced in the press, according to Thomas E. Lenehan, president of the Retail Merchants Association.

JAYCEE NOTES

San Francisco's war-busy harbor, termed by military and naval authorities the world's greatest port, will be the scene of the 16th annual "Harbor Day" celebration of the San Francisco Junior Chamber of Commerce, Friday, Saturday, and Sunday, August 10, 11 and 12.

● Program will include a giant servicemen's ball in the Civic Auditorium, Friday night; Northern California Mayors' tour of Hunters Point Naval Drydocks, Saturday; reception for them at the Marine Exchange; that afternoon, at which time Lt. Commander Joseph T. O'Callahan, hero of the USS *Franklin*, will speak; aquatic events at the Aquatic Park on Sunday; and on Saturday and Sunday a captured Jap Cargo Submarine will be open for inspection at the bulkhead between Piers 9 and 15 on the Embarcadero.

Through this week, an extensive Marine exhibit is on display on the second floor of the Ferry Building.

Gordon E. Hay is chairman of this year's Harbor Day.

FOREIGN TRADE TIPS—Continued

4091 REPRESENTATION IN CHILE—L. de la Carrera & Co., Huerfano 930, Dept. 81, Santiago, Chile, wish to represent American firms producing cotton or wool dresses, seersucker garments, beach togs, novelties, dental materials and instruments, refrigerators, motor bikes, etc.

4092 AGENCY IN SOUTH AUSTRALIA—Reg. N. Wiese, 32 Northcote Street, Torrensview, South Australia, would like the agency in South Australia for American manufacturers.

4093 TRADE WITH CUBA—Mr. Rafael A. Mendez, Calle 27 y D., No. 601, Vedado, Havana, Cuba, would like to make connections with exporters and importers of general merchandise.

4094 REPRESENTATION IN MEXICO—Darwin Adams, Apartamento 404, Plaza Rio Janeiro 56, Mexico, D.F., American citizen, would like to represent American manufacturers in Mexico. References. Sales experience.

SPECIAL NOTICE—This office has recently received "Guia Postal y Telegrafica Americana" (Pan American Postal and Telegraphic Guide), 1945 edition, which serves as an excellent commercial directory for all of Latin America. Available for consultation.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details, contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6149—A. G. WAHL COMPANY, 1624 East First St., Los Angeles 33, California, would like a manufacturers' agent for their skirt hanger, telephone support and other specialty items.

D-6150—MR. M. K. PATEY, 9 Oriole Avenue, Toronto, Canada, interested to act as a wholesaler for sporting goods in the Canadian territory.

D-6151—MR. JOHN H. MOORE, 105 Etta Street, Hot Springs National Park, Arkansas, acting as manufacturers agent, would like new lines. Covers Arkansas, Louisiana, Texas, Oklahoma, Kansas, Colorado, Utah, Nevada, Arizona and California.

D-6152—LANE & SAPIRO, 520 West 7th St., Los Angeles 14, California, looking for a salesman residing in San Francisco who visits gift shops and department stores in Northern California. Is offering four lines, two of which are nationally advertised.

D-6153—DON CASEY COMPANY, 533 S. E. Grand Ave., Portland 14, Oregon, would like distributors for Bay Area building materials manufacturers. Covers Oregon and Southern Washington.

D-6154—LIAISON SERVICE BUREAU, 4509 Ontario Washington Avenue, Evansville, Indiana, interested in organizing and maintaining a branch of their bureau in this area. Operates a service in various phases of merchandising for clients.

D-6155—C. B. PARSONS & COMPANY, 115 Belmont Avenue No. 2, Seattle 2, Washington, interested to act as manufacturers' agent in Washington, Oregon, Idaho, Montana and Alaska for all types of electrical goods, but primarily lighting fixtures, electrical control items, radio and electronic parts and equipment.

D-6156—MR. W. F. A. WILSON, 3255 West 12th Avenue, Vancouver, B. C., Canada, would like to act as sales representative on a commission basis, for a San Francisco manufacturer who does not have agent there.

Bonnell Clark of Westinghouse Electric Co. Here

Bonnell W. Clark, vice president in charge of sales for Westinghouse Electric Corporation, and president Westinghouse Electric Supply Co., in San Francisco last week to organize company representatives and plants for expansion, declared that Westinghouse's international company will establish a representative in this area to develop trade through Western ports.

● Clark predicted greatly expanded activity for San Francisco and other West Coast ports because of future foreign trade with the countries of the Pacific.

"Manufacture of electric water heaters at our San Francisco Bay plant will be stepped up. It will be greater than at our Mansfield, Ohio, plant owing to the West's cheap power rates which encourage use of electricity in the home," Mr. Clark said.

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Bay Region Business

PUBLISHED BY THE
SAN FRANCISCO CHAMBER OF COMMERCE

Volume 2

Thursday, August 16, 1945

Number 33

Signing of First Contract for Apparel City Building Celebrated in S. F.

Signing of the first contract with Apparel City, Inc., for a building by Koret of California was celebrated last Friday on the site of the future Apparel Center, Industrial and Oakdale avenues.

WASHINGTON NOTES

*From Washington Office,
San Francisco Chamber of Commerce*

● **Surplus Property**—The Surplus Property Board has issued special orders allocating 195 trucks to farm areas in California in order to offset threatened impairment of farm production due to shortages of rail transportation and automotive facilities. The counties affected are: Alameda, Contra Costa, Fresno, Kern, Lake, Madera, Marin, Mendocino, Merced, Monterey, San Benito, San Luis Obispo, Santa Clara, Santa Cruz, Sonoma and Tulare Counties.

● **FHA**—Commissioner Raymond M. Foley has stated that the Federal Housing Administration will enter the postwar period in a strong financial position to aid private enterprise in providing homes for America. The FHA will be ready to back private lending institutions with authority to insure more than \$2,000,000,000 in loans to help families build, buy or improve their homes.

● **Construction** jobs halted by War Production Board action because they were violating the Construction Order L-41 may be resumed under certain conditions.

● **Ship Deliveries**—For the first time since November 1942, monthly merchant ship deliveries fell below the 100 mark in July with the completion of 97 vessels, according to the U. S. Maritime Commission. West Coast shipyards produced nearly one-half of the ships delivered in July. Only eight of the ships delivered were built for military use.

● **Cutbacks**—Since July 1944 total contract cutbacks have amounted to \$23,195,000,000. This amount covers gross cutbacks and schedules, reduction in prime contracts and makes no allowance for new contracts that may have been let for war work or of any increases in production resulting from re-scheduling.

U. S. Steel Announces New Reduction Facility For Bay Area Plant

Plans to install modern cold reduction facilities at Columbia Steel Company's Pittsburg plant were announced last week by Benjamin F. Fairless, president of the United States Steel Corporation, of which Columbia is a subsidiary.

Columbia Expansion Significant

Roland Tognazzini, Chairman of the San Francisco Chamber's Industrial Development Committee, today hailed the announcement by the United States Steel Corporation of plans to expand the Columbia Steel Company works at Pittsburg, Contra Costa County, as one of the most significant and promising industrial developments that could occur in the West.

"Columbia's plans for the installation of modern cold reduction facilities through an outlay of more than twenty-five million dollars are encouraging for many reasons."

"Among other things, the Steel Corporation's plans show determination by private enterprise to prepare for postwar expansion; recognition of the increasing importance of the Western market for basic commodities; and acknowledgment of the fact that the San Francisco Bay Region is one of the most advantageous plant locations from which to serve America's most rapidly growing area."

Facilities will have an annual capacity of more than 325,000 tons of sheets and tin plates.

According to William A. Ross, President of Columbia, the new finishing facilities at Pittsburg and a contemplated modernization of Columbia's Torrance plant, will greatly increase ability to serve the Western market and create additional jobs on the Pacific Coast.

● **Participating** in the ceremony were: Milton E. Dorman, chairman of the Board, and Fred Pruter, president, Apparel City, Inc.; Charles Fleischman, president, Manufacturers and Wholesalers Association; Brayton Wilbur, vice president, San Francisco Chamber of Commerce; John W. Baird, executive director, San Francisco Housing Authority; Daniel Gallagher, chairman, San Francisco Board of Supervisors; Col. Alexander R. Heron, director, California State Reconstruction and Reemployment Commission; Joe Koret, Koret of California, and Lester Lobe, secretary, Apparel City, Inc.

In his remarks at the ceremony, Chamber Vice President Wilbur said:

"This marks a new era in a great industry which has shown its faith in San Francisco and in the future by creating here a great industrial center, 'Apparel City.'"

Bay Area Naval Affairs Group Seeks Academy

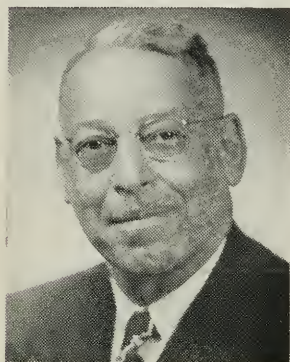
United Bay Region action to obtain a Naval Academy for the Pacific Coast was charted at a meeting last week of the Bay Area Naval Affairs Committee, according to E. J. McClanahan, chairman, San Francisco Chamber of Commerce Naval Affairs Committee.

● **McClanahan** was elected Temporary Chairman of the Bay Area Naval Affairs Committee, which consists of representatives of chambers of commerce throughout the Bay Area, to coordinate action on the Academy project.

In the meantime, Frank E. Marsh, manager of the Chamber's Washington Office, advises that the Washington press is devoting much attention to the subject, with the *Washington Post* openly supporting a West Coast Naval Academy.

The Washington Office is contacting Naval officials and getting concerted action among Washington Representatives of Western chambers of commerce to push establishment of a Naval Academy on the Pacific Coast.

Here Are the General MEMBERS



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Chanslor & Lyon Co.



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Westinghouse Electric Corporation



RICHARD E. ANGELL
National



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1

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3

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William Sanford, William Sanford Adv. Agency

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4

Under General Coe

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MAJORS:
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F. V. Harkness, A. Se & Co.
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Rex Mason, C. M. Vo & Co.

9

Under Gen. Rothschild

COLONELS:
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Ernie Smith, Transcontinental & Western Air, Inc.

10

Under General Ticer

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Richard Goebel, Pacific Coast Advertising Co.

MAJORS:
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R. J. Irvin, Tide Water Associated Oil Co.
R. H. Wilson, California Chain Stores Assn.
Ray Rhodes, KFRC

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5

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MAJORS:
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6

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7

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Leslie H. Moore, Mills Estate, Inc.

MAJORS:
J. Q. Brett, Coldwell, Banker & Co.
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8

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Art Krisel, Standard Oil Company
Harold Teubert, Standard Oil Company

*Sharpshooters on the Firing Line
Support in this Drive!*

's KEEP Out In Front!

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, Ext. 72, and refer to the Trade Tip's number.

SPECIAL NOTICE—The World Trade Department continues to receive numerous letters from countries all over the world wishing to resume and expand commercial relations with the United States. In a special file at this department are letters from the liberated areas of Europe and North Africa, the Middle Eastern nations, Latin America, and others. These letters from Cyprus, Belgium, Bulgaria, Egypt, France, Greece, India, Iran, Iraq, Italy, Lebanon, Tunisia, Palestine, Roumania, etc. all indicate the writers' desire to establish trade relations with the United States, if not now, at least for the postwar period. Space does not permit us to list all the products offered or asked for, but a file of these letters is kept available at the World Trade Department, and all interested parties are invited to come in and consult them.

4095 REPRESENTATION IN NEAR EAST—Aziz S. Aradj, 587 Mission Street, San Francisco, desires to represent U. S. firms in the Near East. He is a former manufacturing textiles, foods, refrigerators. Mr. Aradj will be at the Mission Street address until business conditions warrant his return to the Near East.

4096 REPRESENTATION IN PORTUGAL—Fernando Azevedo, 2429-13th Avenue, Oakland 6, who is leaving in the near future for Portugal, desires to act as agent or representative for import-export firms. American citizen, 30 years of age, veteran of World War II, speaks Portuguese and Spanish fluently, resident of Lisbon for 17 years.

4097 EXPORTS TO NICARAGUA—Tomas Sanchez Suazo, P.O. Box No. 7, Granada, Nicaragua, seeks connections with general export houses handling material for the manufacture of soap, into socks, newsprint. Would also like connections as representative for manufacturers of wheat flour and all kinds of leather. Complete details at World Trade Department.

4098 AUSTRALIAN EXPORTS—M. S. Lissauer, 43 Hardware Street, Melbourne, C1, Australia, exports anhydrous lanoline (adepts lanole), virgin animal charcoal dust, yacca gum. Would like to hear from firms interested in receiving samples and quotations.

4099 EXPORTS TO ECUADOR—J. V. Espinoza G., P.O. Box 607, Guayaquil, Ecuador, is interested in making connections with manufacturers and shippers to serve as sole salesman in Ecuador. Interested in chemicals, textiles, clothing, raw materials, hardware, etc. Complete list at World Trade Department.

4100 REPRESENTATION IN CANADA—J. F. Davidson, 854 Oakwald Avenue, Port Garry, Winnipeg, Man., Canada, would like to get in touch with firms wanting representation in Canada.

4101 GOODS FOR INDIA—J. Medley & Co., 97 Nagdevi Street, Bombay 3, India, would like to correspond with exporters and manufacturers of electrical installation material, cables, wire, clocks, watches, machine tools, hardware, wire rope and products, automotive parts, belting, cutlery, crockery and glassware, cloth, surgical and hospital supplies, industrial rubber goods.

4102 EXPORTS TO AUSTRALIA—C. Conduit & Associates, 608 South Citrus Avenue, Los Angeles 36, California, are distributors seeking connections with manufacturers in California who may be interested in doing business with Australia, either with wholesalers or with large retailers of such goods as hardware, toys, fabrics (other than cotton), all kinds of paper gift items, etc.

4103 IMPORTS FROM CANADA—E. Stuart Johnston, 4075 Rose Crescent, Sliernam, Post Office, Vancouver, B. C., offers to export 4½-inch cold rolled steel nail files, serrated on both sides, and chromium plated. Prices and terms at World Trade Department.

4104 REPRESENTATION IN ECUADOR—Luis A. Alvarado R., P.O. Box 847, Guayaquil, Ecuador, would like to get in touch with manufacturers and exporters of the following lines: cotton textiles, hosiery, clothing, liquors, wines, construction iron, canned goods, paper and paper products, kitchen utensils, etc.

4105 REPRESENTATION IN NICARAGUA—Salvador Castellon M., 3a. Calle Sur, 10a-11a Av. S.O., Managua, D.N., Nicaragua, offers his services as representative to those firms producing the following: washing machines, irons, water filters, tableware, electrical appliances, crockery, kitchen ware, water purifiers, machines for darning stockings, insecticides, radio supplies, phonographs.

S. F. Chamber Appoints Chilean Trade Committee

Appointment of a committee to study and develop closer commercial relations between Chile and Northern California, with Dr. Paul Hirtz, of Berkeley, as chairman, was announced this week by Henry F. Grady, president, San Francisco Chamber of Commerce.

● The committee has been formed in the Chamber's Foreign Trade Committee.

"In view of the fact that the Chilean Government has recently announced a provisional commercial agreement reducing import duties on specified United States export commodities," Grady explained, "the Chamber's step is in line with its avowed purpose to foster and develop additional commerce between our two areas."

● One of the main purposes of the committee will be to endeavor to promote insofar as possible Chilean imports into the United States, particularly through the port of San Francisco.

Efforts will also be made to encourage adequate shipping between Chile and Northern California to carry the expected increased trade.

Attention—Accountants and Attorneys

In addition to war contractors themselves, accountants and attorneys having clients doing war work will be interested in the training sessions in contract settlement procedures conducted by officers connected with the San Francisco Termination Coordination Committee.

Sessions are held every Tuesday and Thursday afternoon starting August 14. For registration contact Lt. M. B. Shove, USNR, Market 3828, Extension 582.

Safety Program Launched in West by Labor Department

Volunteer Safety Engineers of the United States Department of Labor's National Safety Committee have started visiting western plants of the fabricated structural steel industry in a campaign to reduce job accidents, according to R. E. Donovan, regional chairman.

● At a meeting in San Francisco to plan a Western Campaign, cooperation was pledged by representatives of the California Institute of Steel Construction, Concrete Reinforcing Steel Institute, A.F. of L. and CIO unions, California State Industrial Accident Commission, State Department of Health, individual firms, insurance companies, and the San Francisco and California State chambers of commerce.

The safety engineers visit all plants in the industry, without charge, discuss safety with plant managers, check hazards and offer assistance in setting up a sound safety program.

Complete information may be obtained by writing to R. E. Donovan, 200 Bush Street, San Francisco.

C of C Foreign Trade Expert Conferring on Philippines

Kenneth H. Campbell, manager, World Trade Department, San Francisco Chamber of Commerce, has been appointed a member of the Philippine Advisory Committee of the Foreign Economic Administration and attended a meeting Tuesday in Washington, D.C., to consider report of the FEA mission to the Philippines.

Campbell represented West Coast exporters and San Francisco members of the Committee at the Washington meeting to weigh the report of a recently completed mission to the Philippine Islands in connection with possibilities and methods for resumption of private trade between the United States and the Philippines.

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The SHAPE of JOBS TO COME

The San Francisco Chamber of Commerce presents in this special edition of Bay Region Business a preview of immediate postwar plans and programs of work.

These are the fields in which chamber of commerce leadership will be effective to assure maintenance of high levels of employment and meet the challenge of reconversion to peace.

This is the shape of jobs to come, the augury of progress and prosperity for business in the San Francisco Bay Area . . .

GENERAL REVIEW

A message from Henry F. Grady, president, San Francisco Chamber of Commerce

Currently, the San Francisco Chamber of Commerce, one of the larger organizations of its kind in the United States, has something over 5,000 members, representing a rather complete cross section of the business interests of this metropolis. We have been anticipating the end of hostilities for some time and this week are conducting a membership campaign to extend our resources.

With a view to the postwar period, the San Francisco Chamber of Commerce is engaged in a multitude of activities through its transportation, agricultural, domestic trade, research, world trade, industrial and other departments, each specializing in a given field bearing importantly on the economic structure of this area.

While San Francisco is a world city and is characterized by all that this term implies, it is the immediate metropolis for northern California. All of the twelve bay region counties constitute an economic entity and the welfare of the various cities within the region is interdependent.

• War Growth

During the war, the San Francisco five-county area of 2,487 square miles experienced the greatest growth of any corresponding area in the United States, the population jumping 516,359 or 36½ per cent from 1,412,686 in 1940 to 1,929,045 last year, and the occupational structure of our population was greatly distorted.

Prior to the war this area had experienced highly diversified agricultural, commercial, industrial and other development. Many fundamental conditions are exceedingly attractive. Because of these fundamentals it was to be expected that this area would play an important part in the conduct of the war effort. And it did. These same fundamentals prevail today and make us optimistic as to the future.

• Factory Employment

The relationship between population and factory wage earners is to be stressed because employment afforded at the production level is at the root of much of our economy. With factory employment in an urbanized area, we can support the trade and service industries. Without fundamental production, the trade and service industries would have a foundation of sand.

The best sources indicate that the present population of the five counties, including those members of the armed forces who are here, exceeds 1,900,000. While many adjustments in the population are to be expected, no significant net decrease in the over-all total is expected.

On this basis, and in the light of normal population ratios, we will need approximately 130,000 factory wage earner jobs in the

five bay area counties as the structure becomes adjusted. This is some 56,000 less than we had in June and some 46,000 more than we had in 1940.

• Factory Prospects

The most pertinent question today is what are our prospects for at least 40,000 to 46,000 more permanent factory jobs than we had in the five counties in 1940. The prospects are excellent.

At the factory level, many of the new jobs already have been created. They are being provided by four sources.

- (1) the expansion of existing plants;
- (2) the conversion of war plants;
- (3) the attraction of branch plants of national manufacturers; and
- (4) the creation of new enterprises.

Expansion from these sources over 1940 is basic. However, the bay region has the advantages of diversity afforded by agriculture, domestic trade, foreign trade and shipping and practically all of the other elements that go to make up the American economy, each element in itself within this fortunate region having varied components.

• Four Employment Source Examples

In the category of plant expansion, we have the recent announcement by the U. S. Steel Corporation of its plans for a twenty-five million dollar expansion of the Columbia Steel Company Works at Pittsburg in Contra Costa County. This outlay will provide cold reduction facilities to produce steel sheets and other items which will have a basic part in future further expansion of this large plant which will have an assured future payroll of over 6000, at least a couple of thousand more than pre-war.

In the category of war plant conversion, it is needless for me to dwell on the housing and building material plans of Henry J. Kaiser, many of which will hinge on some of his Richmond shipyard properties. And, of course, work into the indefinite future is assured for such yards as those of Bethlehem in San Francisco and Moore in Oakland and Number 3 at Richmond.

Bay area plants of national manufacturers in unprecedented numbers loom. Western Crown Cork and Seal Corporation has acquired 33 acres for three million dollars' worth of plants ultimately to engage 1,500 workers—hundreds more than the 250 which this concern has employed in San Francisco in the past. Plans for automobile makers and magazine publishers and food concerns and others are daily topics in the press.

In the category of new enterprises, the plans and speed of the Frazer-Kaiser combination to enter the automobile field have been widely reported and are promising. Contracts for the great Apparel City project in San Francisco have been signed and scores of other projects are subject only to the availability of men, materials and buildings.

• Balance, Not Regimentation

Much of the success in accomplishing the population and em-

GENERAL REVIEW—Continued

ployment adjustments which are imperative will be subject to federal functions.

In the trying days to come, we are going to need checks and balances, but not regimentation nor drastic control by government bureaus as to the conduct of those of our citizens who create employment opportunities.

• What the Chamber is Doing

To accomplish this, the San Francisco Chamber is working to achieve the following policies:

- (1) The Federal government should withdraw from business as promptly as possible.
- (2) Public works should be so scheduled as to fill the gaps or any lags in employment by private enterprise and not to compete.
- (3) The Office of Price Administration should face its problems realistically and be governed primarily to encourage long range employment opportunities.
- (4) Discrimination should be eliminated in the disposal of surplus properties.
- (5) Building space required for war purposes should be made available to private enterprise with dispatch.
- (6) Materials should be freed promptly in order to expedite the provision of more places for men and women to work and for processing into finished products.
- (7) Immediate provision should be made to decentralize such government authorities as necessary, even to the extent of creating a western Office of War Mobilization and Reconversion if such an establishment is found to be necessary.

"WORK PILE" LAUNCHED

Ceremonies at the headquarters of Ernest Ingold, Inc., 999 Van Ness Avenue, Monday morning launched the "Work Pile" program of the San Francisco Chamber of Commerce.

This is the first job on the list of over 170 million dollars' worth of work which is to get under way immediately in the city of San Francisco to bridge the period of readjustment till industry can reconvert to peacetime production.

The Chamber started its "Work Pile" inventory of jobs back in 1943 when Ingold was president of the Chamber.

What the "Work Pile" Is

• Objective:

The San Francisco "Work Pile" is a shock absorber designed to provide employment immediately after the war and until normal peacetime levels of production can be resumed.

It is designed to cover the transition period with plans which will provide productive jobs for all of the present population of the Bay Area that is permanent and the Area's demobilized servicemen.

The plan accumulates all prospective postwar expenditures for a five year period after the complete defeat of our enemies in order that plans may be made to utilize all manpower now engaged in war work.

• Possibilities:

The San Francisco Chamber of Commerce welcomes the opportunity to show the simple workings of this plan and to visualize the great possibilities of the postwar period for all cities and countries throughout the world.

San Francisco and the other cities which have taken up our "Work Pile" plan are all ready. So far as this city is concerned, we are not afraid of the months ahead, because we know we have the jobs and the manpower, as well as the spirit to meet the challenge.

THUMBNAILED SKETCH

• Progress:

August, 1943.....	\$ 8,698,197
December, 1943....	\$ 66,181,775
October, 1944.....	\$ 67,443,605
February, 1945....	\$127,686,739
May, 1945.....	\$159,488,539
August, 1945.....	\$171,305,789

Breakdown of Last Report

Remodeling and Repair	\$ 67,634,473
New Construction.....	\$ 88,078,930
New Equipment.....	\$ 15,592,386

\$171,305,789—Total for August, 1945

And in addition . . . the City and County of San Francisco plans to spend \$177,000,000 over a six year period in post-war improvements and new buildings.

The "Work Pile" is a major project for 1944 and 1945 for Rotary, Kiwanis and Lions Clubs together with many Chambers of Commerce throughout the United States.

AGRICULTURE

• Broad Objective

Working committee in the field of agriculture is composed mainly of farmers. The overall program of the Agricultural Committee is to create unity in the Northern and Central California area for complete understanding between the city and its farm areas, to assist farmers with their problems, and to increase the importance of the San Francisco area through development of the agricultural industry and improvement of San Francisco's marketing facilities.

1. The number one postwar project for the Agricultural Committee is the new Produce Market for San Francisco. This Committee has worked for two years preparing the way for this accomplishment, even to assisting in having certain necessary legislation passed during the 1945 session (Urban Redevelopment Bill).

2. The Committee is already working through the Washington Office to obtain federal housing for farm labor.

- A. Surplus War Housing
- B. Surplus Army Camps

3. The Committee is preparing a study of the future supply of farm labor to replace:

- A. Mexican National contract workers
- B. Prisoners of War

This is a very critical situation confronting the future of California Production.

During the war period California has had working as farm laborers:

- A. 4,300 Mexican nationals
- B. 1,600 Jamaicans
- C. 12,000 Prisoners of War

AVIATION

• Broad Objective

Coordination of all effort directed toward making the San Francisco Bay Area the passenger, mail and cargo air terminal of the Pacific.

Stimulation of community awareness of aviation problems of the Bay Area; achievement of a sound solution of those problems; to bring to the Bay Area new aircraft manufacturing facilities; to foster development of airports, airstrips, airparks and other ground facilities for private, commercial and semi-commercial aircraft.

• Specific Objectives

(1) Airports

(a) Promotion, through every means possible, of a twenty million dollar bond issue to expand and modernize the San Francisco municipal airport. This will involve an effort to convince the voters, in collaboration with other groups, of the wisdom and necessity of approving the bond issue.

(b) Stimulation of community action throughout the Bay Area in development of a coordinated system of small airports to serve the needs of private flyers, i.e., owners of smaller, non-commercial airplanes.

(c) Study on a continuing basis of the need for additional major airport facilities in the Bay Area, after the existing facilities have proved an inability to meet traffic demands.

(2) Manufacturing

(a) Intensification of the effort to attract to the Bay Area aircraft manufacturing facilities. This will involve the establishment of a plan whereby all communities will be kept aware of manufacturing needs, potential sites and interest among manufacturers in locating in this area.

(3) Airline Operation

(a) Study of the need for, and effort to obtain, expanded airline service into and out of the Bay Area.

(b) Cooperation with other communities in establishment of feeder airline service should such service be made possible by the Civil Aeronautics Board.

(c) Assistance to airlines now serving the Area in the development of air traffic potentialities.

(4) Air Cargo and Air Freight

(a) Collaboration with the Agricultural Department, Domestic and Foreign Trade departments in expanding the use of aircraft

in the carrying of cargo and freight from the Bay Area to other parts of the nation and the world.

(b) Collaboration with agricultural bodies of Bay Area communities in establishing adequate air freight and air cargo service.

(5) Education

(a) In collaboration with city, county and state educational authorities, the Department hopes to develop a sound program of aviation education and training.

(b) Through collaboration with existing organizations, the Department hopes to stimulate establishment in the lower grades of the schools in the area of a program offering some of the basic fundamentals of aviation, in order to stimulate interest in aviation among the youth of the Area.

(6) Service

Complete service in the field of aviation to all of the communities in the Bay Area:

(a) Speakers' Bureau: Expansion of a speakers' bureau of individuals qualified to discuss aviation.

(b) News and Information Service: Intensification of Department service to those who seek information on aviation opportunities and developments in the Area.

(c) Library: Expansion of Departmental Library on aviation material.

(d) Radio: Inauguration of a weekly radio program on aviation.

DOMESTIC TRADE

• Broad Objective

To expand San Francisco's sphere of influence in the Western States Market.

To accomplish this objective the Domestic Trade Department and Committee have a well-balanced program ready for launching, designed to enhance San Francisco's commercial prestige as the principal market center of the West.

(1) With the lifting of restrictions on travel the scope of the Trade Area Relations Program will be expanded to include the eleven Western States. This activity which has been carried on during the war in San Francisco's primary marketing area only, has been successful in cementing trade and friendly relationships between trade centers in the area and San Francisco.

(2) Work on revising the Commodity Index listing all San Francisco manufacturers and distributors and the articles they sell, will be started as soon as information on postwar reconversion products can be obtained. The Manufacturers Directories which are compiled from it are in great demand by buyers seeking supply sources in the San Francisco market. Complete revision will be necessary to keep up with manufacturers reconverting to production of peace-time commodities.

(3) Work will soon be started on market studies which will show the characteristics and potentialities in the various regions comprising the Western States Market.

(4) Plans for semi-annual consolidated market events are already blue-printed and ready for launching immediately following the lifting of restrictions placed by the ODT on centralized markets. All of the principal divisions of the consumer goods market will be included in these consolidated showings which will mean that for the first time in San Francisco buyers will be able to attend the markets and inspect on the one trip the complete line of consumer goods manufactured or distributed in San Francisco.

(5) Work will be started on a Consumer Goods Resource Directory which, when completed, will be mailed to merchandise managers of principal department stores throughout the nation, together with an invitation to inspect the San Francisco market.

(6) Blue-prints are complete for launching a broad program of good-will-building in the West which will augment the activities of the Domestic Trade Committee in building good will for San Francisco. The Trade Area Representation Plan will call upon members of all of the various committees within the Chamber to serve as special representatives of the Chamber when making business trips to trade centers in the 11 Western States.

Each special representative will call on the chamber of commerce in the city visited and offer the services and facilities of the San Francisco Chamber of Commerce in any way in which they can be helpful to that community. Requests for cooperation or assistance with problems facing that community will be acted upon by the Domestic Trade Committee of the San Francisco Chamber of Commerce.

FACTORY EMPLOYMENT

More permanent factory jobs in the San Francisco Bay Region has long been the fundamental objective of the San Francisco Chamber's Industrial Department.

Currently this has become the basic objective of most "reconversion" activities that are occupying the attention of the entire nation since the surrender of Japan.

While the end of the war with Japan will not change the Industrial Department's functions, new conditions will permit a greater concentration of efforts on factory development in lieu of concern with manpower, material and other controls and the problems which they have imposed on the mining and manufacturing industries.

● Manufacturers in unprecedented numbers are evincing interest in the Pacific Coast as a location for new plants. The Industrial Department works closely with such manufacturers in studies on which the selection of sites is based. Such studies involve a wide variety of subjects, including geography; transportation facilities, services and rates; material availability and costs; market magnitude and proximity; labor conditions and rates; site and building availability and prices; power and fuel sources and rates; water sources and rates; capital and credit availability; kinds and amounts of taxes; and waste disposal and drainage conditions.

In addition to factory prospects, the Department also serves existing manufacturers in the solution of various problems and as a clearing house for information on legislative and other questions.

Currently, activities of the Department are guided through a Mining Committee, an Emergency Reconversion Committee and Iron and Steel, Sites and Buildings and other sections of a general Industrial Development Committee which ultimately will include Electronics, Apparel and Textiles, Non-ferrous Metals, Special Projects, Plastics and other sections.

In order to inform manufacturers throughout the nation of the Bay Area's advantages, the Department will shortly publish a Basic Report on the San Francisco Bay Region as a Factory Location. This report will be somewhat technical in nature, but will serve as a handbook on factors governing the choice of plant sites.

This basic report will be supplemented in the near future by other reports covering opportunities in the iron and steel, non-ferrous metals and other fields.

The Department always welcomes suggestions as to how services to existing manufacturers may be improved and in regard to factory prospects.

PUBLIC AFFAIRS

(1) A renewed effort on the part of the Naval Affairs Committee of the San Francisco Chamber of Commerce to have San Francisco designated as home port for the Pacific Coast fleet. The location of the fleet in this port would mean millions of dollars annually to the merchants and to purveyors of supplies and merchandise of all kinds.

(2) A continuing effort to influence those in authority in Washington to locate a Naval Academy on the Pacific coast and preferably in the San Francisco Bay Area.

(3) The launching of a program of activities by the newly created Insurance Committee of the San Francisco Chamber of Commerce to bring about a greater understanding of insurance and its far-reaching effects upon our business and economic life.

RETAIL MERCHANTS ASSOCIATION

1. Study of modernized retail methods
2. Curtailment of Government controls
3. Assistance to returning service men in retail employment
4. Study of shifting trends in retailing
5. Disposal of surplus commodities
6. Employer-employee education institute
7. Consumer-Store relations
8. Participation in District Merchants Associations activities
9. War Bond drives
10. Legislative service
11. Co-operation with National Retail Associations
12. Co-operation with all local and state-wide retail trade associations.

STREETS. HIGHWAYS. HOUSING

The Chamber is prepared to work for:

1. The early adoption and institution of a postwar transit plan for San Francisco.
2. In the expediting of improvements in the street circulatory system, including the establishment of off-street parking, elimination of curb parking, extension of the one-way street system to include a complete grid, institution of a progressive timing of stop-and-go signals, and reconstruction of thoroughfares serving the congested district and adjacent areas.
3. Immediate construction of the section of Bayshore Freeway serving the greatest number of users between San Francisco and the San Francisco Airport.
4. Make representations to the special joint fact-finding committee on highways, streets, and bridges of the State Legislature, and urge the early adoption of a greatly expanded highway program for the State of California, including a limited access highway system in line with the Chamber's policy at the recent session of the Legislature.
5. The Housing Conference Committee renew its efforts to obtain immediate removal of all restrictions on private home building to permit home building by private enterprise using private capital to supply homes for civilians who desire to become permanent residents in San Francisco.

TRANSPORTATION

The termination of the war finds the Transportation Department prepared to tackle several problems, some new and some old.

- **From a rate standpoint**, the most important thing is the revision of the Consolidated Freight Rate Classification so as to provide uniform ratings in all sections of the country. This was ordered by the Interstate Commerce Commission recently and the railroads have agreed to undertake the job. While the decision in the class rate case did not affect Mountain-Pacific territory directly, the revision of the Classification will necessitate changes in rates throughout the territory. The Department is making an extensive study of the situation and will actively participate in all future proceedings involving those rates.

The Department will take appropriate action on the many bills which are now before Congress which affect the future of all forms of transportation.

- **Car efficiency** work must continue for the time being. Passenger and freight traffic through San Francisco will continue heavy. Millions of men must be redeployed. The Army of Occupation of the Japanese homeland and the other territories formerly held by our enemies will require large quantities of supplies, as will the Fleet and Air Force. Civilian goods will move in increasing volume. Car demands will continue to be heavy and the Department will, therefore, devote its attention to keeping traffic moving in and out of San Francisco freely. Shippers and receivers must continue to load and unload cars and trucks promptly.

As additional labor and equipment becomes available, the Department will urge restoration of many scheduled freight services which were discontinued during the war, and for the establishment of additional fast schedules as rapidly as conditions permit.

WORLD TRADE

● Broad Objectives:

With the cooperation and leadership of interested businessmen in the Chamber, the World Trade Department will develop a program based on the area's natural, industrial and geographical assets.

1. Work for a world in which private enterprise can profitably operate.
2. Attempt to discover what as the result of the war this region can supply to the world and take from the world on a mutually profitable basis.
3. Determine methods through which San Francisco as a City through its business men will properly conduct and handle this business.

● Working Program Consists of:

1. **WORLD TRADE INDEX FILE**—Development for postwar use of a current down-to-date index file containing pertinent information about San Francisco and northern California firms in the import-export field, manufacturers with export departments, etc. This file is to be designed so that it can be current at all times and will be used as a basis for assisting importers and exporters abroad in securing desirable connections in San Francisco. Such an index of sources of supply, including export houses in the area as well as manufacturers equipped to handle exports, will not only include the city and county of San Francisco but also the Bay Region and northern California.

2. **ADVERTISING THE INTERNATIONAL TRADE CENTER, SAN FRANCISCO BAY REGION**—A joint committee of the Foreign Trade Committee and the Foreign Trade Association are at the present time making an intense study as to what is the best possible way to advertise the San Francisco Bay Region as an international trade center in the postwar period.

3. The securing of dependable fast and frequent shipping services on all essential trade routes with particular attention given to the type of commodity carried in vessels leaving this port.

4. Through industry tours, radio programs, Latin American press releases and various periodical medium continue the development of a community advertising program abroad which was interrupted by the war.

5. The providing of a consulting and advisory service for international traders in the Bay Region, such a service giving proper guidance in current foreign trade procedure.

6. Through the intelligent use of all the resources of the Area to develop and expand current and pre-war trade relations with all the trading areas of the world on a mutually profitable basis.

7. Continue publishing carefully screened Foreign Trade Tips.

Special Edition

"THE SHAPE OF JOBS TO COME"

Published weekly at 333 Pine St., San Francisco, Zone 4, County of San Francisco, California. Will Williams, Editor, Telephone EXbrook 4511. Subscription, Fifty Cents a Year (Included in Annual Dues). Entered as Second Class matter April 26, 1944, at the Post Office at San Francisco, California, under the act of March 3, 1879.



Bay Region Business

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Thumb Nail Sketch: by the Research Department

As the end of hostilities came to the war in the Pacific, activities in the San Francisco Port of Embarkation, so recently designated as the world's most important, were at new highs in every major field except shipbuilding, which reached its peak during 1943.

• EMPLOYMENT

Total civilian employment in the San Francisco Bay Industrial Area during the closing weeks of the war amounted to 795,000 persons, according to the State Department of Industrial Relations, who explained the civilian employed included owners and self-employed, salaried workers, and wage earners. This was 69,000 fewer than at the peak of shipbuilding in 1943, but 243,000 above the April 1940 level of 552,500.

The relation between the industry groups in the San Francisco Bay Area during the Pre-war, Mid-war, and End-of-war Periods are shown in the table—end columns 1 and 2. During the Postwar Period, now shaping, the evidence indicates that we can expect the construction, trade and service activities to attract many formerly engaged in government and war activities.

• SALES

Bay Region department store sales during July continued strong despite a decline in employment and payrolls in the manufacturing industries. July department store sales were up 14 per cent above last July with the first 7 months up 16 per cent, while apparel store sales were up 18 per cent with the cumulative period up 15 per cent.

San Francisco sales were up 15 per cent and 19 per cent, respectively. San Jose reported an increase of 15 per cent in July, and Santa Rosa 14 per cent. July department store sales in the Central Valley were up 10 per cent with the cumulative period up 12 per cent, while sales in the Los Angeles area were up 17 per cent and 15 per cent, respectively. Sales in the 12th Federal Reserve District were up 13 per cent and 14 per cent, respectively.

In the wholesale trade field, the Bureau of the Census reports Pacific Coast sales for June 4 per cent under June last year, with

the 6 months' cumulative up 4 per cent. The nation's sales showed no change in June compared to June last year, but there was an increase of 2 per cent for the 6 months.

During the first 6 months Pacific Coast sales of automotive supplies led all fields with a 20 per cent increase, followed by leather and shoe findings with 18 per cent, lumber and building sales 9 per cent, and fruit and vegetables 8 per cent. Sales of plumbing and heating supplies showed the sharpest decline of 21 per cent followed by shoes and other footwear 13 per cent, and meat and meat products 10 per cent.

• FINANCIAL

Bay Area July financial transactions amounted to \$2,181,102,000 compared to \$2,075,694,000 last July. The 7 months' cumulative of \$15,755,816,000 was \$1,143,092,000 above the same period last year.

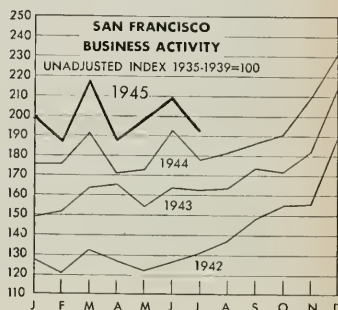
• TRAFFIC

July freight car movements within the San Francisco-Oakland switching limits amounted to 70,964 compared to 76,121 in June and 70,592 in July last year. The 7 months' cumulative of 498,633 cars was up 6.5 per cent over the same period last year.

• WAGE EARNER BREAKDOWN

The manufacturing industries in the San Francisco-Oakland Industrial Area during July reported 184,300 wage earners compared to 186,600 in June, and 252,000 in July last year.

The number employed in the non-durable group amounted to 59,900 compared to 52,200 in June, and 60,000 in July last year. The shrinkage of 68,000 wage earners during the year occurred in the durable group which includes shipbuilding. July employment in the manufacturing industries was off 26.9 per cent compared to last July with the 7 months' average of 20.1 per cent. In July, payrolls were off 24.3 per cent and 18.6 per cent for the cumulative period. Average weekly earnings were reported at \$60.81 during July



with average hourly earnings at \$1.333, and average hours worked per week at 44.9.

In the non-manufacturing industries, payrolls during July compared to last July were up 5.8 per cent in the laundry, cleaning and dyeing group, 9.3 per cent in wholesale trade, 11.1 per cent in retail trade, and 11.3 per cent in hotels.

• BUSINESS ACTIVITY

General business activity in San Francisco during July measured by our index declined seasonally to 191.6 from the June peak of 208.6, but was 7.6 per cent above July last year. The 7 months' average of 198.6 was up 10.5 per cent over last year.

Other gains in San Francisco for the 7 months' period over the like period last year included building permits up 21.9 per cent in number, real estate 18.7 per cent in number and 35.3 per cent in value, retail department store sales 18.6 per cent, bank debits 8.2 per cent, postal receipts 48.7 per cent, shares traded on the San Francisco Stock Exchange 32.7 per cent in number and 70.3 per cent in value, freight car movements 1.6 per cent, airport traffic planes 67.5 per cent and passengers 76.2 per cent, air mail loaded 165.3 per cent, electrical energy sales 12.6 per cent, and industrial and commercial gas sales 20.8 per cent.

• LIVING COSTS

Living costs in San Francisco during July were reported 3.3 per cent above last July and 33.6 per cent above the 1935-39 average. The U. S. Department of Labor index for San Francisco amounted to 133.6 compared to 132.7 in June and 129.3 in July last year.

The 7 months' living cost average was up 3.0 per cent with food costs up 3.2 per cent, clothing 5.5 per cent, rent 0.1 per cent, fuel 0.1 per cent, miscellaneous items 3.7 per cent, and house furnishing goods 5.1 per cent.

SAN FRANCISCO BAY INDUSTRIAL AREA—PRE-WAR, MID-WAR,
AND END OF WAR CIVILIAN EMPLOYMENT

INDUSTRY	Pre-War Period April 1940		Mid-War Period June 1943		End of War Period June 1945	
	Per Cent	Number	Per Cent	Number	Per Cent	Number
Agriculture, Forestry, Fishing.....	2.77	15,300	1.97	17,000	2.14	17,000
Construction.....	5.27	29,100	3.88	33,500	4.65	37,000
Government.....	9.32	51,500	12.92	111,400	16.82	133,700
Manufacturing.....	20.71	114,400	38.86	310,100	28.37	225,500
Mining.....	2.3	1,300	1.4	1,200	1.15	1,200
Trade and Service.....	49.27	272,200	32.72	282,200	36.85	293,000
Transportation, Communication, and Utilities.....	10.77	59,500	8.93	77,000	10.45	84,100
Unclassified.....	1.66	9,200	.58	5,000	.57	4,500
Total.....		100.00		552,500		100.00
				862,400		795,000

*5 Counties—Alameda, Contra Costa, Marin, San Francisco, and San Mateo.

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"HE CAUGHT THE EARLY BIRD"



Ed G. Jackson, Federal Mogul Co., gets the bird from Miss Julie Zull of the San Francisco Chamber at the "Early Bird" breakfast, Tuesday, August 21, the grand kick-off to the Membership Drive.

Stockton CofC Group Guests Here of S.F. CofC Committee

Officers and the Public Relations Committee of the Stockton Chamber of Commerce will be guests of the San Francisco Chamber's Domestic Trade Committee today for a "Good Neighbor" get-together, in San Francisco, according to Carl J. Eastman, chairman, Domestic Trade Committee.

● A luncheon will be held in the Commercial Club for the Stockton delegation, followed by a water tour of the San Francisco Bay (courtesy of the United States Navy), it was announced by Ronald E. Kaehler, chairman of the Domestic Trade sub-committee in charge of arrangements.

"The area in which our two cities is located is undoubtedly destined for vast expansion of its resources," commented Eastman, in his letter of invitation to Martel Wilson, Stockton Chamber President, and Larry Quimby, Public Relations Committee Chairman; "and by getting together and discussing problems of mutual interest, we can undoubtedly accelerate the pace."

Members of the committee under Kaehler's chairmanship are Harold Kilpatrick and Frank Peach.

C of C Representative at Supervisors' Meeting

Attending the Board of Supervisors meeting, Monday, August 27, was:

Thomas J. Lenehan, member San Francisco Chamber Board.

Membership Drive Brings 386 Members To S. F. Chamber

As a result of the highly successful membership drive last week, 407 new members so far are reported brought into the San Francisco Chamber of Commerce, bringing total chamber membership to 5,405, Henry F. Grady, president, announced today.

Additional memberships are still coming in.

An "Army of Occupation" will continue the drive throughout this week to allow workers to follow up on all prospects which were not brought in by Friday, August 24.

● Vern A. Culver, Chancellor & Lyon Co., was general chairman of the drive, and John Ek, manager, Chamber's Membership Department, was staff director of the campaign.

The team which brought in the greatest number of new members—a total of 65—was under the leadership of "General" F. R. Meyer, Standard Oil Company.

● Individual awards went to Oliver D. Old, Anglo California National Bank—High man with 28 new members secured; Alex von Hafften, California Chain Stores Association—Second High with 23 new members; John Pettit, Yellow Cab Co., and William Tourney, Standard Oil Co.—tie for Third High, with 20 new members each.

S. F. C of C Working On Bay Area Peace Home Possibility

A report from the special San Francisco Chamber of Commerce committee to explore aspects of possible choice of this city as World Security Headquarters has disclosed that all possible steps are being taken.

"We have offered our assistance to the proper officials in the State Department of our own country and to those who will be discussing the matter with delegates of other nations," said Walter A. Haas, chairman of the Chamber's special committee.

"Naturally, the whole question is one which will be settled on the very highest diplomatic levels and approaches must be based on that realization. We have, however, kept in constant contact with the officials involved to determine how we can be of greatest assistance to them."

Henry F. Grady, president of the Chamber, observed that, "it is an international question, one which will be settled by joint consultation of the United Nations. The proper thing for this city to do is to offer its facilities, to gather all information and data which may be of use to the officials in their deliberations. This has been done."

Prospects for choice of this city were regarded as good by the Chamber's committee but it was emphasized that one cannot at this time definitely forecast the outcome.

"The willingness of this city to assume the high obligations which would be involved has been expressed. It can be stated that among the possibilities is creation of an international zone somewhere in the Bay Area for the headquarters."

"But wherever the location of the headquarters may be, San Francisco has offered its cooperation," Haas declared.

Attention: Construction Trade

All Chamber members in the remodeling, repair and new construction field are asked to inform the "Work Pile" Committee of the Chamber of materials and services they have available.

Purpose of this check is to compile a list for the use of firms recorded in the San Francisco Chamber of Commerce "Work Pile" tabulation which shows \$170,000,000 worth of work to be done in San Francisco as soon as men and materials are available.

Of the \$170,000,000, about one-half is for remodeling and repair, and the other half for new construction.

Firms are asked to send their information to Virgil E. Reames, San Francisco Chamber, 333 Pine Street, San Francisco 4.

Survey of Business Conditions in San Francisco

BRANCH OF ACTIVITY	JULY 1945	JULY 1944	PER CENT CHANGE	7 MONTHS 1945	7 MONTHS 1944	PER CENT CHANGE
GENERAL BUSINESS ACTIVITY						
S. F. C. of C. Index 1935-39 Avg. = 100	191.6	178.0	7.6	198.6	179.7	10.5
CONSTRUCTION PERMITS						
Total (number)	415	305	36.1	2,938	2,411	21.9
Residential, New (value)	1,479,521	598,272	147.3	8,149,459	8,087,871	0.8
Single-family Dwellings, New (number)	138	42	228.6	896	821	9.1
Non-Residential, New (value)	809,050	134,700	500.6	4,728,150	5,531,225	14.5
Additions, Alterations & Repairs (number)	104	42	147.6	585	751	22.1
Installations (value)	511,550	134,700	279.8	2,427,550	2,475,400	1.9
REAL ESTATE						
Sales (number)	1,262	1,156	9.2	9,061	7,633	18.7
Mortgages & Deeds of Trust (value)	14,657,434	13,594,585	7.8	98,453,548	72,780,411	35.3
Releases (amount)	8,148,929	9,736,432	-16.3	54,599,391	56,318,892	-3.1
RETAIL DEPARTMENT STORE SALES						
San Francisco (index)	191	165	15.8	191	161	18.6
FINANCE						
Bank Debits (\$000)	1,679,800	1,585,729	5.9	12,156,620	11,238,125	8.2
Bank Clearings (\$000)	1,235,325	1,216,414	1.6	8,905,917	8,338,723	6.8
Postal Receipts (\$)	2,418,657	2,767,309	-12.6	19,523,675	19,852,425	-1.7
San Francisco Stock Exchange (no. shares traded)	504,096	620,039	-18.7	4,820,480	3,641,308	32.7
COMMERCIAL FAILURES (market value)	10,156,527	8,836,503	14.9	97,838,790	57,443,095	70.3
Liabilities (\$)	1,837	0	....	90,047	71,805	25.4
Assets (\$)	250	0	....	11,285	7,704	46.5
EMPLOYMENT & PAYROLLS—Bay Area (5 Co.'s) (a)						
Employment (index)	219.8	300.5	-26.9	245.4	307.0	-20.1
Payrolls (index)	426.2	563.0	-24.3	475.4	583.7	-18.6
NON-MFG. INDUSTRIES (5 Co.'s) (a)						
Laundry, Cleaning, Dyeing (payroll)	171.5	162.1	5.8	167.2	152.5	9.6
Wholesale Trade (payroll)	157.9	143.5	9.3	152.2	141.8	7.3
Retail Trade (payroll)	143.9	129.5	11.1	138.7	128.4	8.0
Hotels (payroll)	201.3	180.8	11.3	200.6	181.8	10.3
PLACEMENTS IN SAN FRANCISCO—U. S. E. S.						
Industrial Placements (number)	11,640	13,150	-19.6	78,179	70,413	10.6
Commercial Placements (number)	1,068	1,105	-3.3	8,511	8,023	6.1
TRANSPORTATION						
Freight Car Movements (number)	30,955	30,670	0.9	217,911	214,534	1.6
San Francisco Airport Traffic (no. planes)	2,902	1,801	61.1	17,630	10,524	67.5
Express Shipments—Rail (no. passengers)	40,760	25,952	57.1	227,381	129,076	76.2
Air (number)	323,707	282,562	14.6	2,341,331	1,996,817	17.3
Air Mail Loaded (pounds)	9,270	7,730	19.9	71,205	53,498	33.1
UTILITIES & NEW DEVELOPMENTS						
Elec. Energy Sales Index (k.w.hrs.)	170	158	7.6	188	167	12.6
Industrial & Commercial Gas Sales (cu.ft.)	1,009,629,500	990,156,500	2.0	7,731,899,800	6,403,079,000	20.8
Water Consumers (net gain)	(d)	141	....	(d)	1,308	....
Tourist & Settler Inquiries (number)	86	51	68.6	830	426	94.8
DAIRY RECEIPTS, FRUITS & VEGETABLES						
Butter (pounds)	5,994,464	7,457,020	-19.6	34,976,954	29,018,201	20.5
Cheese (pounds)	1,623,487	1,723,654	-5.8	9,857,318	8,326,304	18.4
Eggs (cases)	116,452	173,975	-33.1	985,785	1,147,153	-14.1
Poultry, Dressed (pounds)	1,008,217	2,436,711	-58.6	11,368,612	16,101,192	-29.4
Fruits & Vegetables (carlots)	(d)	2,362	....	13,291	....	....
LIVESTOCK SLAUGHTER (b)						
Cattle (total number)	198,453	217,195	-8.7	1,402,839	1,469,503	-4.5
Calves (number)	42,085	35,269	19.3	294,937	230,783	27.8
Sheep and lambs (number)	14,957	17,067	-12.4	78,948	80,647	-2.1
Hogs (number)	115,851	114,172	1.5	812,769	674,002	20.6
S. F. LIVING COSTS 1935-1939 Avg. = 100						
Food (index)	150.1	142.4	5.4	147.2	142.7	3.2
Clothing (index)	143.0	136.8	4.5	142.4	135.0	5.5
Rent (index)	106.3	106.3	0.0	106.3	106.2	0.1
Fuel, Electricity & Ice (c)	92.9	92.6	0.3	92.7	92.6	0.1
House Furnishings Goods (index)	132.2	137.4	-3.8	132.0	125.6	5.1
Miscellaneous (index)	133.1	129.6	2.7	132.2	127.5	3.7
All Items (index)	133.6	129.3	3.3	132.2	128.3	3.0

(a) These data are based on reports submitted to the Division of Labor Statistics and Law Enforcement, State of California.

(b) Federal Inspection—San Francisco District.

(c) Gas costs have declined since 1925 and electricity costs since 1921.

(d) Not available in time for Survey.

Acknowledgment is hereby made to Thomas Magee & Sons, Dun & Bradstreet, Inc., local utilities, private organizations, Federal Reserve Bank of San Francisco, California State Departments of Industrial Relations, Agriculture, and Employment, and the United States Departments of Labor, Agriculture, and Commerce, and the United States Bureau of the Census, for the basic data each contributed toward this survey compiled by the Research Department, San Francisco Chamber of Commerce.

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, Ext. 72, and refer to the Trade Tip's number.

4106 REPRESENTATION IN CENTRAL AMERICA—Mr. Robert A. Aguilar, 905 Ashbury, San Francisco 15, plans to represent Central America where he will act as representative of American manufacturers. He will operate principally in El Salvador and Guatemala and will handle many lines, especially machinery and air conditioning equipment. Mr. Aguilar is interested in contacting local manufacturers before his departure.

4107 WOOD PULP AGENT—Mr. Walter Friedzky, 52 Rue Eugene Carrière, Paris 18, France, would like to communicate with wood pulp manufacturers for the purpose of handling this product in France.

4108 DRUGS FROM COLOMBIA—Química Scandia Ltda., Edificio La Bastilla No. 512, Medellín, Colombia, desires to establish business connections with a broker or firm, preferably dealing in drugs, to represent them in the exportation of quinine sulphate and tautomine from Colombia.

4109 EXPORTS TO CHINA—Mr. Edmund Kwong, 1 Pender Street E., Vancouver, B. C., Canada, is the representative for a Canadian firm interested in establishing connections with manufacturers of this region who intend to export to China. They would especially like to hear from plants established during the war which are anxious to maintain present-day volumes. Food products will also be considered. They are prepared to act as agents or will take delivery here in the United States.

4110 PORTUGUESE REPRESENTATION—H. Gomes & Gomes, Lda., Calçada Nova do Colegio 5, 2º, Lisbon, Portugal, desires representation of American firms and products. Firm engaged in wholesale trade and commission sales, established for about 30 years, interested in hearing from suppliers of the following: canned goods, foodstuffs, liquors, dried fruit, hardware, oils, candy, textiles, etc.

4111 EXPORTS TO ECUADOR—Mannel Balseca Gavica, Vele 214 Street, Guayaquil, Ecuador, is interested in hearing from suppliers of the following: canned goods, foodstuffs, liquors, dried fruit, hardware, oils, candy, textiles, etc.

4112 AGENCY AND REPRESENTATION IN ECUADOR—Compañía Ecuatoriana de Comercio Internacional C. A., Gral. Elizalde 110, Apartado 1145, Guayaquil, Ecuador, is interested in obtaining agencies and representation for American exporters and manufacturers of the following lines: stationery, paper and paper products, bicycle accessories, strings for musical instruments, tableware, textiles, dry goods, plate glass, clothing, canned goods, etc.

4113 REPRESENTATION IN CANARY ISLANDS—Jose Padron Benitez, Apartado de Correos, 185 Santa Cruz de Tenerife, Islas Canarias, would like to represent American exporters and manufacturers. Banking references and complete list of products desired at World Trade Department.

4114 TAGUA NUTS FROM ECUADOR—Corporación Inter-Americana de Negocios Ltd., P.O. Box 27, Guayaquil, Ecuador, would like to make connections with importers of husked tagua nuts. Also seeks importers of coffee, cocoa, balsa wood, bananas. Would like to represent exporters of grains, butter, canned goods.

4115 CANADIAN TRADE—Mr. Jack White of the Canadian firm, McQueen & White, is visiting California in order to contact suppliers of food products, electrical and household appliances, food processing equipment. He would also like to contact import houses seeking sources of supply in Canada. Those interested may write care of this department and Mr. White will make personal contacts the latter part of this week.

4116 HATS FROM ECUADOR—Miguel Valenzuela Villamar, Casilla Postal 1200, Guayaquil, Ecuador, exports Panama Hats, would like to hear from importers here.

SPECIAL NOTICE—The firm of Mr. William Greene, 112 Market Street, San Francisco, supplies whole coconuts and is interested in contacting distributors of this product. Mr. Greene has indicated that they are in a position to supply 500,000 coconuts a month.

Millions of Dollars' Worth of Expansions in S. F. Cited

The following excerpts from a speech given before a group of Chamber workers last week by Ernest Ingold, past president of the Chamber, contain facts of great significance in connection with the immediate prospects for the city of San Francisco:

"So near to us that we cannot see it, there is again unfolding a drama which is San Francisco.

"Here are some of the prospects of the present, and in hurrying along I can mention only a few—

"For example, Bullocks is expanding the 1, Magnin store at Geary and Stockton streets. Macy's of New York is developing 150 feet of frontage on O'Farrell and added frontage on Geary Street in the O'Connor Moffatt store. Woolworth is putting up a new building on the present site of the Flood Building. The City of Paris is spending one hundred thou-

sand dollars widening its frontage, putting on a new addition.

"Down on Market, big buildings and new buildings are going up. Hale's is spending three and a half million at Fourth Street. There's a bank going up at a site farther down Market, a big one. Then there's the new bus terminal on Seventh. One and a quarter million dollars is being spent on the Crystal Palace Market. New leases have been taken out at Van Ness and Market. There are new buildings and leases at Market and Sixth, Seventh, Eighth, Ninth and Tenth. There's a new twenty-story building planned on California Street.

"Then turning up to Van Ness, there's the expansion of Blum's at Sacramento Street. There's a new theatre planned at Clay, and an arcade of stores with three streets frontage. On California Street there's to be a great new shopping center, three streets frontage. On Van Ness alone there have been 31 sales to strong, new owners in the last 18 months.

"Going downtown we have the expansion of Granat's planned and signed for. There are new properties for Liebes', Benatar's, Samuels, Hastings, Leeds, Edison, Rucker-Fuller—I could go on and on with the names.

"All over this town of ours great new projects are now under way or planned for the immediate future. There is the Boys' Club with a new center at Broderick, Oak and Fell—five hundred thousand dollars. Sears-Roebuck is expanding at Geary and Masonic. There are plans running into millions for a new San Francisco State College, and expansion of the University of California Medical School—six and a half million dollars.

"There is a new produce market planned to modernize handling of fruits and vegetables in this city. That will cost several millions. The great World Trade Center project is figured at over thirty million dollars. The new Apparel City garment manufacturing center will cost over six millions and take up 27 acres. Homes will have to be built in this city for over 200,000 people. To say nothing of industrial expansion—General Electric, more than a million, Westinghouse, Western Crown Cork & Seal, three million dollars—and on and on and on until you haven't the space to mention them all.

"Literally there are hundreds of projects like these. These are not prospects. They are a few of the actualities. San Francisco is trying on its first pair of long pants.

"This is San Francisco. That's what we've been selling, and the Chamber of Commerce is the City."

Surplus Property

• Under Catalog No. B-6-46, the Supply Department, Mare Island Navy Yard, will receive bids until 2:00 P.M., August 30, on quantities of the following items and materials:

Oil, bolts, rivets, lugs, terminals, valves, flanges, deck plates, deck drains, black paste, cement silica, steel bars, balance coils, ammonium crystals, ventilation heater, insulating material, clay, nuts, gaskets, dryer, binders, pulleys, fuses, coils, coolers, bottles, lime, grease, boat sling, disinfectant, wood screws, bronze sheet, nickel copper, fire hose extinguisher.

• Under Sales Catalog No. B-78-46, the Navy Material Redistribution & Disposal Administration, 785 Market Street, will receive bids until 10:00 A.M., September 3, on used metal boxes, burlap bags, shoes, scrap tires and tubes, and scrap and salvage automotive equipment.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details, contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6157—ARNETT AND COMPANY, 304 Westlake Square Building, Seattle 1, Washington, are desirous of representing Bay Area Manufacturers in Washington and Oregon. Interested in the following items: steam specialties, deep freeze cabinets, outboard motors, enamelware, radio receivers and plumbing and heating items.

D-6158—MR. F. EAST, 515 Roseland Avenue, Santa Rosa, California, would like to obtain a sales franchise for Santa Rosa and vicinity for deep freezers and household refrigerators.

D-6159—GEORGE S. STEWARD, 510 Hodgson Building, Minneapolis, Minnesota, would like to act as sales representative for manufacturers of feed ingredients used in commercial dairy, poultry and hog feeds. Expect to cover Minnesota, Northern Iowa, Eastern North and South Dakota, Wisconsin, Northern Michigan and Northern Illinois.

D-6160—ASSOCIATED BUSINESS CONSULTANTS, P. O. Box 73, Winona, Minnesota, have established an agency for nation-wide distribution. Products should be of a type which can be distributed through wholesale jobbers of groceries, candy or tobacco.



Bay Region Business

PUBLISHED BY THE
SAN FRANCISCO CHAMBER OF COMMERCE

Volume 2

Thursday, September 6, 1945

Number 36

WASHINGTON NOTES

*From Washington Office,
San Francisco Chamber of Commerce*

● BUSINESS CONTROLS

Government agencies have announced the relaxation or complete abandonment of many wartime controls. There is every possibility that so-called "reconversion" controls will be substituted. It is possible of course for agencies established by executive order to be abolished in the same manner. Action in other cases depends upon a legal interpretation as to the exact meaning of such terms as "cessation of hostilities," "duration and six months," "end of the war," and other similar provisions in existing legislation. It must be remembered that the last war did not legally end until October 21, 1921.

It is apparent that the OPA will endeavor to maintain rigid price control on many items. The present policy is to adhere to 1942 prices if possible.

● FARM LABOR

The Department of Agriculture is planning to liquidate the present program of using Mexican Nationals in California. Plans call for liquidation of this program after the present harvest season. Present contracts expire in November and December. Although prisoners of war are now being used, this unexpected supply of labor will eventually disappear. Reports state that industrial workers are not interested in farm work. The situation could become critical by 1946 unless some solution can be found to the problem of supplying the demand for agricultural labor.

● EXPORT

FEA will announce a revised licensing procedure shortly after September 1. It will reduce "substantially" the number of commodities for which specific export licenses must be obtained. Many commodities will be transferred to general license.

Priority assistance will be assigned by the WPB only in those cases where the exporter can demonstrate that it is necessary to obtain certain items and that failure to obtain them would have serious consequences.

It is possible that restrictions by foreign governments against American interests may cause a consolidation of export operations and make continued control of foreign trade a possibility, at least in some degree.

(Continued on page 4)

Chamber Membership Nearing 5,500 Mark Says Vern Culver

Membership in the San Francisco Chamber of Commerce has increased to 5,445, as of August 31, and with memberships still coming in as a result of the Chamber's Membership Campaign the goal of 5,550 will soon be reached, Vern A. Culver, chairman of the Campaign, announced today.

"Jobs After Victory" CED Program Aired In San Francisco

"Jobs After Victory"—a Committee for Economic Development radio features, is being broadcast nationally over American Broadcasting network every Saturday from 4:00 to 4:15 P.M., San Francisco.

It can be heard locally over KGO, according to Charles Page, Community Chairman for CED.

● Saturday, September 8, will feature "American Industry Looks Ahead," based on a CED Marketing survey. Speakers will be Henry A. Wallace, Secretary of Commerce; T. G. McCowan, chairman, CED Marketing Committee, and Neil Jacoby, moderator.

Purpose of the program, Page said, is to dramatize plans by business to develop commercially, agriculturally and industrially in order to attain a peacetime objective of full employment.

Junior Chamber to Hold Aviation Luncheon, Sept. 12

A special Aviation Day Luncheon will be held by the San Francisco Junior Chamber of Commerce, Wednesday, September 12, in the Palace Hotel.

Guest speaker will be Loyd Wright, chairman, State Aviation Project Committee of the California State Reconstruction and Reemployment Commission. Wright was formerly president of the California State Bar.

The luncheon is being held to commemorate the 25th anniversary of Commercial Air Transportation between San Francisco and New York.

Tickets are now on sale at \$2.00 each in the Junior Chamber office, 333 Pine Street, EXbrook 4517.



F. R. MEYER
Winning Team "General"

Westinghouse Electric Corp., in second and third place respectively.

For individual award winners, see picture, Page 2.

● Prizes were contributed by Ansel W. Robison; R. D. Brigham; W. Lansing Rothschild; Clyde Allen; F. R. Meyer, P. E. Allan; R. C. Gingg; and F. A. Bodine.

Daily luncheons were held for workers during the campaign, at the Palace Hotel. Guest speakers were Henry F. Grady, president, San Francisco Chamber; Prentiss A. Rowe, A. I. Hall & Son; Adrien J. Falk, S & W Fine Foods; and Ernest Ingold, Ernest Ingold Co.

TERMINATION MEETING

● A final training meeting for prime and sub war contractors submitting termination claims is scheduled for Tuesday, September 11, in the Auditorium, 3rd floor, University of California Extension Division, 540 Powell Street, San Francisco at 1:15 P. M. sharp.

● The Four-Hour Session will be conducted by a team of Army and Navy officers under the sponsorship of the San Francisco Termination Coordination Committee. As this information and instruction is of immediate value, contractors planning to submit claims are urged to attend, so that settlement of claims may be expedited with a resulting rapid conversion to peacetime production.

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INDIVIDUAL AWARDS



High individual winners in the San Francisco Chamber of Commerce Membership Campaign. Reading left to right, pictured here are William Tourney, Standard Oil Co.; John Pettit, Yellow Cab Co.; Oliver D. Old, Anglo California National Bank; and Alex von Hoffen, California Chain Stores Association. Old received first prize, a \$75 pedigreed cocker spaniel puppy, courtesy Ansel W. Robison. The other three winners are shown here holding framed certificates.

Non-Stop, Record Flights from S. F. to N. Y. Revealed

The first scheduled trans-American non-stop express service in the country's history has begun between San Francisco and New York, operated by Pan American World Airways, according to an announcement made last week.

● **All-time high**—Participating in the Army's Redeployment of Troops, Pan American set what is believed to be an all-time record for transcontinental service by making a scheduled round trip, August 19-20, from San Francisco to New York and return to San Francisco in less than 24 hours, actually 21 hours in the air.

It was pointed out in this connection by Kenneth R. MacDonald, manager, San Francisco Chamber Aviation Department, that passengers on schedule might leave New York at 10:50, New York time and arrive in San Francisco at 6:50 the following morning, San Francisco time. The service is not yet available to civilian passengers.

Promising Future Predicted for Pajaro Frozen Food Industry

Lifting of wartime controls will spur the Fresh Frozen Food Industry's 13 processing plants in the Pajaro Valley to "unparalleled food production records," according to Franklin Lowney, manager, Pajaro Valley Chamber of Commerce.

New Edition of Public Relations Study by C of C Mgr. Issued

Requests for "Public Relations and the Community," published under the auspices of the American Council on Public Relations, have been so great as to require a fourth printing, bringing the total to-date up to 25,000 copies.

● The pamphlet is based upon excerpts from addresses made last year before the Council and other groups by Louis B. Lundborg, General Manager of the San Francisco Chamber.

Requests have been received from every state in the country and from several foreign countries. It has been made basis of training manuals by many corporations and several public agencies.

July Industrial Expansions...

—By the Chamber's Industrial Department

Forty new factories and 22 plant expansions were reported for Northern California during July, 1945, according to the San Francisco Chamber's Industrial Department. These developments represent investments of \$4,522,000 which, added to the \$34,898,000 reported for the first six months of 1945 aggregate \$39,420,000 in industrial development for the area up to August 1.

San Francisco accounted for 15 new plants and 8 expansions with investments of \$1,712,500 and 550 more factory jobs for July. This represents a distinct upswing from June when 9 new plants and 15 expansions were announced with outlays of \$854,700 and 170 new jobs.

Among the new developments in the area for July are:

- **Readymix Concrete Co. Ltd.**, Carolina and Mariposa, San Francisco, is installing new equipment including a steel conveyor structure to replace wood structure in the company's expansion and remodeling program.
- **Taylor & Spotswood Co.**, 700 Pennsylvania Ave., San Francisco, is undertaking a plant expansion program which will cost in excess of \$50,000. Barrett & Hilt, contractors, are to make alterations to the building.
- **Golden State Co.**, 400 North 1st Street, San Jose, will enlarge existing plant and install new equipment for total outlays of over \$135,000.
- **Modesto Wine & Vinegar Co.**, has started construction of new plant at Oakdale, Stanislaus County, to cost \$200,000.
- **Arrow Toy Corporation**, a new \$100,000 corporation, plans a new factory in San Jose, to manufacture a line of patented toys.
- **Wood Briquettes Inc.**, West Sacramento, plans construction of \$100,000 factory building for manufacture of pressed sawdust logs.
- **Dutch Paint Co.**, 325 Sacramento Street, San Francisco, has purchased a 3½-acre site in San Leandro for a new paint manufacturing plant. K. G. Stiles is manager.
- **Grocers Packing Co.**, 617-11th Street, Modesto, will start construction of \$175,000 plant for the packaging of bulk foods and the manufacturing of macaroni on a site at Snowden Avenue and Waterford Road, Modesto.

S. F. RETAIL SALES, INDEPENDENT STORES

Sales trend by kind of business in San Francisco for June and six months' period is shown here:

KINDS OF BUSINESS	No. Firms Reporting	PERCENTAGE CHANGE			
		June '45	6 Mos. '45	June '44	May '45
TOTAL	339	15	11	2	4
Department Stores	7	18	12	3	3
Other Kinds of Business	332	12	10	1	1
Food Group (b)...	112	1	5	1	1
Grocery Stores (without fresh meats)	90	4	8	1	1
Combination Stores (groceries, meats)	11	4	1	-2	-2
Eating and Drinking Places (b)	48	21	13	-4	-4
Restaurants, Cafeterias, Lunchrooms	37	21	13	-4	-4
Drinking Places	8	25	13	9	9
Liquor Stores (packaged goods)	6	35	22	5	5
Filling Stations	7	8	8	8	8
Drug Stores	31	20	16	-2	-2
Dry Goods and General Merchandise Stores	3	20	6	-10	-10
Apparel Group (b)	54	23	15	5	5
Men's Clothing and Furnishing Stores	11	40	23	29	29
Women's Ready-to-wear Stores	21	21	18	-18	-18
Shoe Stores	18	7	6	10	10
Motor-vehicle dealers (c)	8	2	4	6	6
Furniture-Household-Radio Group (b)	24	0	4	0	0
Furniture Stores	18	2	5	-1	-1
Lumber-Building-Hardware Group	26	7	6	4	4
Hardware Stores	19	10	19	6	6
Lumber-Building Materials Dealers	7	7	10	10	10
Miscellaneous	13	8	11	-3	-3

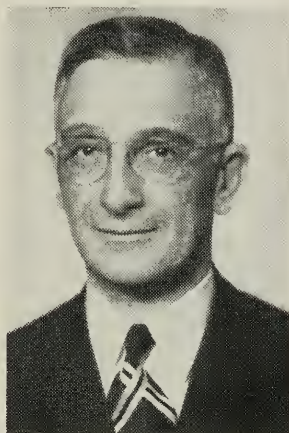
Bureau of the Census—Source: (a) Number does not apply in all cases to the year-to-date figures; (b) Group total includes other kinds of business in addition to the classifications listed; (c) Receipts for service, repairs, and parts represent an important part of the total sales of motor-vehicle dealers.

"Opportunity Knocks at Our Door!"

Facts about our postwar plans by

Sponsored by:

San Francisco Chamber of Commerce
San Francisco Commercial Club



Adrien J. Falk

Chairman, Mayor's Postwar Planning Committee

**At Luncheon in the Commercial Club*

Thursday, September 20, 1945

SAN FRANCISCO CHAMBER OF COMMERCE

33 Pine Street, San Francisco 4, California

Please reserve.....place(s) for me at \$1.50 each at
luncheon honoring ADRIEN J. FALK, Thursday, September 20,
1945, in the San Francisco Commercial Club, at 12 noon.

Kindly enclose self-addressed envelope for forwarding tickets.)

Name

CHECK Firm

ENCLOSED Address

**Tables are not reserved, but tickets must be purchased in advance. Members will be taken care of to the limit of capacity, but it will be to your advantage to make reservations early before ticket sales are opened to the general public.*



Price \$1.50 per plate
{ \$1.46 plus 4c tax }

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, Ext. 72, and refer to the Trade Tip's number.

SPECIAL NOTICE—The World Trade Department continues to receive numerous letters from countries all over the world wishing to resume and expand commercial relations with the United States. In a special file at this department are letters from the liberated areas of Europe and North Africa, the Middle Eastern nations, Latin America, and others. These letters from Cyprus, Belgium, Bulgaria, Egypt, France, Greece, India, Iran, Iraq, Italy, Lebanon, Tunisia, Palestine, Roumania, etc., all indicate the writers desire to establish trade relations with the United States, not now, at least for the postwar period. Space does not permit us to list all the products offered or asked for, but a file of these letters is kept available at the World Trade Department, and all interested parties are invited to come in and consult them.

4117 REPRESENTATION IN ARGENTINA—Mr. Florencio Heritier, Avenida Flores 530, Buenos Aires, Argentina, wishes to represent manufacturers in the United States, such as those producing rubber articles, plastics, industrial spare parts, etc.

4118 ARGENTINE TRADE—John A. Collins, Casilla de Correo 1248, Buenos Aires, Argentina, would like to represent American manufacturers and exporters. Also can act as purchasing agent of Argentine products for American importers.

4119 EXPORTS TO GIBRALTAR AND NORTH AFRICA—Mr. John A. Pearce, 37, New Passage, Gibraltar, is interested in contacting manufacturers and exporters desiring a selling or buying agent in Gibraltar and North Africa. Primarily interested in canned foodstuffs. Requests catalogues or price lists.

4120 AGENCY IN BRAZIL—Televox, Edificio "Raldia," Av. Graça Aranha, 43-Salas 1108/6, Rio de Janeiro, Brazil, are interested in the sale of refrigerators, freezers, and other small appliances, canned goods, water-proofing, call skins for shoemakers, surgical and dental tools, medical instruments, etc.

4121 AGENCY FOR BRITISH FIRM—Singer Sales, 3 Park Mansions Arcade, Knightsbridge, London, E.C. 4, England, would like to get in touch with a firm in the U.S. who could act as agent for them in San Francisco. Singer Sales have connections covering practically every line of manufactured, agricultural, and mineral goods. In contact with manufacturers and merchants in Great Britain, France and Belgium.

4122 ARGENTINE TRADE—Compañia Argentina de Importación y Exportación, Rivadavia 933, Buenos Aires, Argentina, are exporters of general merchandise, specializing in handbags, vanities, powder boxes, handkerchiefs, belts, novelties, perfumes, soap, wallets, skins, foodstuffs, etc. Also desire to establish connections with manufacturers and producers of American products to act as their representatives.

4123 REPRESENTATION IN DOMINICAN REPUBLIC—Francisco & Cruet, P.O. Box 525, Ciudad Trujillo, Republica Dominicana, are interested in representing manufacturers and exporters located in San Francisco.

4124 REPRESENTATION IN MEXICO—Rudolph Rothe, Elba 13-B, Mexico, D.F., wishes to represent American manufacturers or exporters of hardware and tools. Would also like to hear from firms interested in importing mahogany. References. Sales experience.

4125 ELECTRICAL EQUIPMENT FOR BRAZIL—Norberto Castro Aguiar, Rua do Ouvidor, 49, São Paulo, Brazil, seeks connections with manufacturers and exporters of electrical fixtures and appliances, also radios.

4126 REPRESENTATION IN EUROPE—Mr. Julius Black, P.O. Box 381, University of California at Davis, is leaving for Europe shortly. Would like to represent American manufacturers and exporters in Holland and Belgium.

4127 MANUFACTURES FOR ARGENTINA—I.R.S.A., Inversiones y Representaciones S.A., Reconquista 46, Buenos Aires, Argentina, seek connections with manufacturers of radios and radio accessories, industrial chemicals, textile machinery, automobiles and automobile accessories. Also export Argentine products.

4128 MACHINERY FOR MEXICO—Abraham Nicklin, Palma 12 Desp. 6, Mexico, D.F., is interested in buying machinery and equipment for the purpose of producing corrugated cartons. Would also like to buy corrugated cartons.

4129 REPRESENTATION IN NEAR EAST—Mr. Richard Wollenberger, 5 Aaron Street, Jerusalem, Palestine, seeks the representation for firms exporting textiles, stockings, clothing, cutlery, optical goods, films, photo paper, frames for eye-glasses, etc. Details of experience and references at World Trade Department.

4130 REPRESENTATION IN ITALY—Mr. Carlo Meroni, Tallaza, Lago Maggiore, Italy, is interested in representing American manufacturers. Especially interested in the hotel supply line. References.

Private Trade With Philippines Resumed Sept. 1, Reported Here

The Army stopped supplying the Philippine Islands on September 1, and private traders will now be allowed to supply 60,000 tons of cargo a month, 33,000 tons of which will be food, according to H. A. Magnuson, trade member of the Foreign Economic Administration Mission to the Islands, vice-president of Connell Bros. of San Francisco.

● This information was disclosed at a recent meeting of the Foreign Trade Association of the San Francisco Chamber of Commerce, at which time results of the FEA Trade mission to the Islands and an all-day session of the Philippine Advisory Committee in Washington, D.C., were discussed.

"If private trade cannot do the job of supplying Philippine needs, FEA will take over," Magnuson reported.

● Supplementing this statement, Kenneth H. Campbell, member of the FEA Philippine Advisory Committee and manager World Trade Department of the Chamber, reported that FEA has given assurances that priorities and allocations will be sufficient to permit private trade to take care of the requirements of the area.

Magnuson pointed out that in spite of the terrible devastation wrought in the Philippines, the Army has built nine new piers, bringing the total in Manila up to thirteen. In addition, a sorting shed has been provided. Warehouse space is still pitifully lacking, necessitating early clearances from what facilities are available. Magnuson explained that so anxious are the Chinese importers to obtain goods they will store in bedrooms and kitchens if necessary.

Emphasizing the fact that the Army insists upon equitable distribution of merchandise among all the islands, not just Manila, Magnuson reported that until recently only 17 small boats carrying 60 tons each had been turned over to the inter-island trade. WSA has just released 16 coastwise vessels to the Philippine government which should ease this situation.

The Commonwealth Government has worked out a system of mark ups for wholesale and retail trade based upon cost, plus handling charges, plus storage charges. In addition, a system of price ceilings on certain commodities and rationing has been worked out, the rationing plan to apply to Greater Manila and effective October 1.

Further information may be obtained at the World Trade Department of the Chamber, EXbrook 4511.

Published weekly at 333 Pine St., San Francisco, Zone 4, County of San Francisco, California. Will Williams, Editor. Telephone EXbrook 4511. Subscription, Fifty Cents a Year (Included in Annual Dues). Entered as Second Class matter April 26, 1944, at the Post Office at San Francisco, California, under the act of March 3, 1879.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details, contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6161—HEIMBACH INCINERATOR MFG. COMPANY, 1611 University Avenue, St. Paul, Minnesota, would like a distributor for their incinerator.

D-6162—GARDINER-COLLIER, INC., 107 W. Primm St., St. Louis 11, Missouri, manufacturer's representative, wants line for midwest trade. Mechanical, electrical, steel, plastic, rubber products, machinery, tools, accessories, specialties, etc.

D-6163—SUPER CONCRETE EMULSION, LTD., 1372 East 15th Street, Los Angeles, Calif., interested in obtaining a representative for their products in the Bay Area, either a firm or individual who handles construction materials.

D-6164—WARDEN APPLIANCE COMPANY, 1220 Maple Avenue, Los Angeles, California, would like to act as distributor for home appliances manufacturer of San Francisco. Mechanical or otherwise, covering San Diego to Spokane, contacts department and chain stores.

D-6165—MILLER & SONS, 420—15th Avenue North, Seattle 2, Washington, would like to act as jobber in Washington or Oregon for a manufacturer of radios and electrical appliances.

D-6166—SHAWNEE PRODUCTS, P.O. Box 477, Topeka, Kansas, would like to contact a manufacturer's agent or representative in San Francisco for their personal leather goods.

Surplus Property

● The Hardware Division, Office of Surplus Property, 30 Van Ness Ave., has a limited quantity of rubber life rafts for immediate sale. Size 20 inches by 12 inches, equipped with hand pump and repair kit. Large quantities will be available later.

The same office is conducting a spot sale of construction machinery and farm equipment in San Francisco on September 14. There are over 400 pieces of equipment—scrapers, tractors, bulldozers, plows, winches, pumps, etc.—which can be inspected at 17 different locations throughout the state. Catalogs and further information available from above office.

WASHINGTON NOTES

Continued from page 1)

● CONSTRUCTION

The War Production Board has announced the relaxation of construction controls affecting the construction of factories, plants and other units used primarily for manufacturing, processing or assembling of goods or materials. This has been done in an effort to speed up reconversion activities.

● HOME BUILDING

More than 10,000 private financial institutions in every part of the United States are ready to start on the financing of America's post-war home building and modernization program with the aid of Federal Housing Administration insurance, as materials and labor become available.

The FHA is returning to its program of home mortgage insurance under Title II and looks for an early expansion in all normal peacetime operations, including home modernization and repair loans insured under Title I.



Bay Region Business

PUBLISHED BY THE

SAN FRANCISCO CHAMBER OF COMMERCE

Volume 2

Thursday, September 13, 1945

Number 37

Adrien J. Falk to Speak at CofC Lunch

WASHINGTON NOTES

*From Washington Office,
San Francisco Chamber of Commerce*

• APPAREL

The National Federation of Apparel Associations plans an organizational meeting in Chicago on September 25 and 26 to elect officers and directors and adopt a final program of action. Many apparel associations in all parts of the country have signified their desire to participate in the Federation.

The idea of the Federation originated in San Francisco. Herbert Eloesser, Eloesser-Heynemann Co.; John O. Gantner, Jr., Gantner and Mattern Co.; Robert Stanton, Aris Gloves, Inc.; and Fred Pruter, Pacific Coast Garment Manufacturers, have been active in the organizational work of the Federation.

• WAR RULINGS

A copy of the Report to the President by the Attorney General concerning the limitation, suspension or termination of emergency, national defense and war legislation is available at the Chamber offices.

The first part of the report deals with the source and duration of the principal powers of the war agencies. The second part is a list of war powers statutes grouped according to their termination provisions. This report was submitted to Congress recently by President Truman.

• EXPORT

The Department of the Interior, Insular Affairs, is now formulating plans to end restrictions on shipments to Puerto Rico. At present all shipments are made by the government, but it is expected that by December 1, 1945, or possibly before, this control will be lifted and the trade will be turned over to private exporters.

The various government agencies involved are now making a survey of the supply situation on the various commodities to be shipped to Puerto Rico, and as soon as these figures are available the exact date of resumption of private trade with Puerto Rico will be announced. It is expected that this announcement will be forthcoming during the week of September 9-15.

Adrien J. Falk, chairman, Mayor Lapham's Postwar Planning Committee, will tell members of the San Francisco Chamber of Commerce and the Commercial Club the facts about this city's postwar projects as luncheon guest speaker, Thursday, September 20, in the San Francisco Commercial Club.

"Opportunity Knocks at Our Door" will be the keynote of his speech.

As chairman of the Mayor's Postwar Planning Committee, Falk led the group which established priorities on City projects for rehabilitation and development of San Francisco.

The group's final report calling for \$177,454,000 worth of projects has been submitted to Mayor Lapham and is now awaiting his approval.

Falk is vice president and general manager, S & W Fine Foods, Inc., and a member of the San Francisco Board of Education.

He was 1944 president of the San Francisco Chamber of Commerce.

Reconversion Pricing Explained by Local Office of O.P.A.

In view of the general concern over problems of conversion of war plants to peacetime production, the San Francisco District of the Office of Price Administration has supplied the following information to the San Francisco Chamber's Industrial Department:

"Northern California manufacturers who are reconverting their plants to peacetime production are displaying reluctance in bringing their products to the OPA for pricing. This reluctance is not justified by the situation.

"The OPA reconversion pricing setup is definitely not a 'bottleneck'. Manufacturers who submit prices on items they plan to produce will be notified within fifteen days if the submitted price does not meet with OPA approval. If the fifteen day period passes without such notice from the OPA, the manufacturer may begin to sell at the submitted price. This applies to manufacturers whose estimated yearly sales are less than \$200,000.

"Manufacturers whose estimated sales run less than \$50,000 per year may use a greatly simplified form when applying for prices. In cases where estimated sales run over \$200,000 per year the Regional Office of the OPA has the authority to set prices in nearly all lines. Only a few items must be referred to the National Office.

"The OPA District and Regional Offices are prepared to furnish complete pricing service within a reasonable length of time. The prompt submission of items on the reconversion list is essential to the entire reconversion program. Full employment and the flow of goods to consumers depends on the rapidly with which this pricing procedure is handled.

"Some manufacturers are taking the position that it is not necessary to submit prices to the OPA, that price controls will be removed in the near future, and that the OPA will not be able to enforce price controls even if these controls are left on the statute books. This is a dangerous position and may lead to serious difficulties in the near future.

"The District and Regional OPA staffs are prepared to give good service in the field of reconversion pricing at this time. If a large number of manufacturers delay submitting their prices for approval and then flood the offices with applications at some future date, the whole reconversion program will suffer."

\$6,000,000 Building Charted for California Medical School

Over six million dollars will be spent on new buildings at the University of California Medical Center in San Francisco if plans approved by the 1943 Legislature are carried out, according to Comptroller James H. Corley of the University.

Of this amount which will be spent in the immediate postwar period, \$2,225,000 has already been appropriated for expenditure; \$3,800,000 more in the State of California surplus was earmarked for additional building, but must be appropriated by the Legislature before it becomes available.

"These figures are based on 1941 costs, however," said Corley, "and approximately 25 per cent or more must be added to them if the buildings are to be constructed as planned."

Corley said that a long range program is envisioned by the Medical Center which, if realized, will make the University's professional schools second to none in the United States and one of the largest in the world.

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S. F. - STOCKTON GOOD NEIGHBORS



Stockton Chamber of Commerce Public Relations Committee and San Francisco Chamber of Commerce Domestic Trade Committee "Get Together Visit," San Francisco, August 30, 1945.

Visiting Group: F. B. Alldridge, Occidental Life Ins. Co.; Russ Bjorn, Stockton Chamber of Commerce; Earl Gossett, El Dorado Hotel; Herb Harper, Stockton Savings & Loan Bank; W. J. Hobin, Eichelberger-Hobin Co., Inc.; Stanley Moore, Moore Equipment Co.; Edward Owen, Stockton Record; Joe Rishwain, Rishwain Distributing Co.; J. L. Waters, American Trust Co.

Host Committee: Phil W. Battelle, Western Radio & Appliance (Publisher); Frank E. Bodine, Westinghouse Electric Corp.; Sherwood Coffin, Coffin-Redington Co.; Frank Edwards, Frank Edwards Co.; Ronald E. Kaehler, San Francisco Stock Exchange; Thomas J. Kehane, Worthington Pump & Machinery Corp.; Albert J. Kessler, Albert Kessler & Co.; Harold W. Kilpatrick, Kilpatrick's San Francisco Bakery; Louis B. Lundborg, Gen. Mgr., San Francisco Chamber of Commerce; B. J. Nordstrand, Mullen Manufacturing Co.; Ernest K. Rosentrater, Kroehler Manufacturing Co.; Frank E. Runyan, Western Merchandise Mart; C. A. Snyder, San Francisco Chamber of Commerce; Lt. (j.g.) Eugene Sullivan, United States Navy; C. P. Tanner, San Francisco Chamber of Commerce; Arthur W. Towne, Blake, Moffitt & Towne; Will Williams, San Francisco Chamber of Commerce.

Local Plant to Build \$100,000 Steel Plant Addition

W. R. Ames Company, 150 Hooper Street, is building a \$100,000 steel plant addition, according to Cloyd Gray, president, who revealed that Austin Co. has been engaged to erect the addition as soon as materials are available.

Company facilities will be increased for quantity production of metal products with continuous painting equipment for all types of metal items.

The facilities of the company have been 95 percent devoted to war work but are now converted to civilian production. During the war the company was awarded the Army and Navy E with four additional stars.

ATTENTION MANUFACTURERS!

Are you presently, or soon to be, looking for agents to handle your products in other sections of the Country?

The Chamber's Domestic Trade Department is receiving a number of inquiries from manufacturers' agents who want to handle San Francisco made lines. The Department would like to service these requests to the benefit of local products by making specific references to lines available.

If you want distribution write or phone the Department, listing the territories in which you are interested and the products involved.

Veterans Service Center Seeks Businessmen to Serve on Panels

Attention has been called by the Retail Merchants Association to the job being done by the Veterans Information and Service Center in assisting returning veterans in their adjustment to civilian life.

Russell A. Owen is the acting Executive Director of the center.

"Intended to become the first point of contact in the community following release from the armed forces," declared Thomas J. Lenehan, president Retail Merchants Association, "the center is staffed with counsellors ready to provide information and guidance on veteran rights and privileges, employment opportunities, education, housing, medical and psychiatric care and similar personal problems which community facilities can help to solve."

In a bulletin to Association members, D. P. Street, managing director, advised that a panel composed of retail executives, will be formed to interview at place of business, veterans interested in the future field of retailing. Street said that any executives interested in serving on this panel should notify the center.

The center is working with commercial and industrial organizations in all fields of business to develop similar panels.

If any executive in San Francisco business organizations wishes to serve on these panels, he may notify R. A. Owen, Room 164, City Hall, Underhill 5142, or Albert C. Meyer, chairman, Veterans Activities, San Francisco Junior Chamber.

S. F. C of C Thanked for Support, Eureka-Klamath Falls Appeal

San Francisco Chamber of Commerce support of an appeal for trunk line air service to Eureka and Klamath Falls brought thanks recently from Eureka and Klamath Falls chambers of commerce.

● The two cities have requested that the Civil Aeronautics Board grant airline applications for trunk line service to Eureka and Klamath Falls on a San Francisco-Portland route. Although the Examiner in the West Coast Case found that "because of the difficulties with surface transportation they (Eureka and Klamath Falls) have greater need for air service," he failed, however, to recommend trunk line air service for the two communities.

"To say that we were pleased at the action taken by the San Francisco Chamber of Commerce in supporting our request for main line air service is putting it mildly," commented Whitney Allyn, secretary, Eureka Chamber of Commerce, in a letter to the San Francisco Chamber.

"It certainly is heartwarming to receive such fine support from a neighboring chamber of commerce. We sincerely believe that establishment of a main line operation between here and San Francisco will be of real mutual benefit," added Charles R. Stark, manager, Klamath County Chamber of Commerce.

The San Francisco Chamber urged the CAB to give careful consideration to the need for trunk line service to link the two communities with San Francisco, calling attention to the fact that business relationships with San Francisco and surface transportation difficulties would seem to demand this type of air service if the airplane is to play its proper role in bringing together the communities of the West.

S. F. - L. A. Air Traffic

For five successive months, Western Air Lines passenger-mileage figures have soared above each preceding month, according to an announcement by Thomas Wolfe, vice president in charge of traffic.

Western's passenger route from Los Angeles to San Francisco showed an increase of 118.52 per cent for July over the corresponding month of last year.

Local Accountants Group Thanked by CofC for Drive Help

Special notice of appreciation is being sent to the San Francisco Chapter of the National Association of Cost Accountants by the San Francisco Chamber of Commerce for assistance on the recently concluded Membership Campaign.

The voluntary participation of eleven members of the Board of Directors of the National Association of Cost Accountants, San Francisco Chapter, on General Benjamin E. Jordan's army demonstrated the kind of cooperative community spirit which will "keep San Francisco out in front," declared Louis B. Lundborg, Chamber General Manager.

State Legislative and Interim Committee Information Available

All information concerning bills enacted by the 56th session of the California State Legislature, signed by the Governor and recorded with the Secretary of State, is available at the San Francisco Chamber of Commerce Legislative Department.

● Interested members may contact Charles Gibbs, department manager, for desired information.

The Legislative Department has a complete list of interim committees and will, upon request, contact chairmen of these committees for information as to when they will be holding hearings in various communities in the Bay Area.

State Department of Unemployment Insurance Needs Examiners

Because of the heavy influx of claims for unemployment insurance in the State of California during the reconversion period, the California Department of Employment is in great need of Claim Examiners to investigate and handle unemployment insurance claims.

● In the Bay Area particularly the claim load is increasing.

The department is appealing to employers to refer worthy, qualified employees formerly with war contractors, to the California Department of Employment insurance representative in their community where complete information may be obtained.

BAY AREA POPULATION DISTRIBUTION STUDY

Distribution studies of the current population in the Bay Area by the Research Department of the San Francisco Chamber of Commerce reveal out of 2,385,779 people in the San Francisco Metropolitan Bay Area (nine counties) 1,968,387 or 82.4 per cent are living in 54 incorporated cities within a fifty-mile radius of San Francisco.

Of the population in the incorporated cities 52.1 per cent now live in the San Francisco Peninsula area, 38.5 per cent in the East Bay area, and 9.4 per cent in the North Bay area. The growth of the individual cities in all three areas since 1944 has been remarkable.

The growth of each of the several areas is shown in Tables A and B, and of the separate cities is shown in Table C.

TABLE A—54 Incorporated Cities* Within 50-Mile Radius of San Francisco

AREA	POPULATION		INCREASE	
	Current (a)	1940	Number	%
San Francisco Peninsula (18 Cities)	1,026,129	821,564	204,565	24.9
East Bay	757,966	528,084	229,882	43.5
North Bay	184,292	89,589	94,703	105.7
TOTAL (54 Cities)	1,968,387	1,439,237	529,150	36.8

* See list of cities Table C. (a) Latest U. S. Census—taken between Fall 1943 and Summer 1945—in a few exceptions, estimates by City Clerk.

TABLE B—San Francisco Metropolitan Bay Area—9 Counties

AREA	POPULATION		INCREASE	
	1944 (a)	1940	Number	%
San Francisco Peninsula (1) (3 Counties)	1,149,770	921,267	228,503	24.8
East Bay (2)	912,780	613,461	299,319	48.8
North Bay (3)	323,229	199,580	123,649	9.4
TOTAL (9 Counties)	2,385,779	1,734,308	651,471	37.6

(a) April 1, 1944. (1) San Francisco, San Mateo, Santa Clara; (2) Alameda, Contra Costa; (3) Marin, Sonoma, Napa, Solano.

TABLE C—Recent Growth Incorporated Cities—50-Mile Radius of San Francisco

CITIES	POPULATION (a)			CITIES	POPULATION (a)		
	Current (a)	1940 U. S. Census	Increase		Current (a)	1940 U. S. Census	Increase
PENINSULA SECTION:				EAST BAY SECTION (Cont'd):			
Atherton	2,500*	1,908	592	Oakland	372,921	302,163	70,758
Belmont	2,257	1,229	1,028	Piedmont	12,000*	9,866	2,134
Burlingame	17,995	15,940	2,055	Fairfax	3,005	2,198	807
Daly City	10,659	9,625	1,034	Pittsburg	10,841	9,520	1,321
Hillsborough	3,200*	2,747	453	Richmond	93,738	23,642	70,096
Los Gatos	4,200*	3,597	603	San Leandro	22,903	14,601	8,302
Menlo Park	4,182	3,258	924	Walnut Creek	2,600*	1,578	1,022
Mountain View	5,600	3,946	1,654	TOTAL 17 CITIES	757,966	528,084	229,882
Palo Alto	18,261	16,174	2,087	NORTH BAY SECTION:			
Redwood City	14,662	12,453	2,209	Benicia	8,368	2,419	5,949
San Bruno	15,178	6,519	8,659	Corte Madera	1,512	1,098	414
San Carlos	6,411	3,520	2,791	Fairfield	2,220*	1,312	908
San Francisco	786,590	634,536	152,054	Larkspur	2,500*	1,558	942
San Jose	82,500*	68,457	14,043	Mill Valley	6,119	4,847	1,272
San Mateo	26,804	19,403	7,400	Napa	12,987	7,740	5,247
Santa Clara	8,000*	6,650	1,350	Petaluma	9,559	8,034	1,525
South San Francisco	11,406	6,629	4,777	Rio Vista	1,686	1,666	20
Sunnyvale	6,424	4,373	2,051	Ross	2,000*	1,751	249
TOTAL 18 CITIES	1,026,129	821,564	204,565	St. Helena	2,100*	1,758	342
EAST BAY SECTION:				San Anselmo	7,125	5,709	1,415
Alameda	68,146	36,256	31,890	San Rafael	11,389	8,573	2,816
Albany	14,873	11,493	3,380	Santa Rosa	14,500*	12,605	1,895
Antioch	7,255	5,106	2,149	Sausalito	4,719	3,540	1,179
Berkeley	103,315	85,547	17,768	Sebastopol	2,300*	1,856	444
Concord	3,940	1,373	2,567	Sonoma	1,550*	1,158	392
El Cerrito	16,624	6,137	10,487	Vacaville	1,244	1,614	640
Emeryville	3,800*	2,521	1,279	Vallejo	88,409	20,072	68,337
Hayward	10,000*	6,737	3,263	TOTAL 19 CITIES	184,292	89,589	94,703
Livermore	3,622	2,885	737				
Martinez	9,000*	7,381	1,619				

(a) Resident Population. (b) Latest U. S. Census—taken between Fall of 1943 and Summer of 1945. * No census, but estimate by City Clerk.

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, Ext. 72, and refer to the Trade Tip's number.

SPECIAL NOTICE—The World Trade Department continues to receive numerous letters from countries all over the world wishing to resume or expand commercial relations with the United States. In a special file at this department are letters from the liberated areas of Europe and North Africa, the Middle Eastern nations, Latin America, and others. These letters from Cyprus, Belgium, Bulgaria, Egypt, France, Greece, India, Iran, Iraq, Italy, Lebanon, Tunisia, Palestine, Roumania, etc. all indicate the writers' desire to establish trade relations with the United States, if not now, at least for the postwar period. Space does not permit us to list all the products offered or asked for, but a file of these letters is kept available at the World Trade Department, and all interested parties are invited to come in and consult them.

4131 ARGENTINE EXPORTS—Mercesian Hnos., Gascon 779, Buenos Aires, Argentina, are manufacturers of toys, dolls, and rubber articles, seeking export outlets.

4132 HARDWARE FOR CUBA—Marcelo Lopez Socarras, Apartado 68, Capdevila 260, Canagney, Cuba, seeks the agency for manufacturers of hardware.

4133 AGENCY IN COLOMBIA—Fernando Linares F., Carrera 4a. No. 15-38, Ibague (Tolima), Colombia, would like to act as agent for American manufacturers. Specializes in export of orchids and flowers.

4134 TRADE WITH PORTUGAL—Enrique Benaroch, Lda., Praca Restauradores, 13-3, Esq., Lisboa, Portugal, is interested in representing manufacturers and exporters of all kinds of goods. Also export Portuguese articles.

4135 EXPORTS TO BELGIUM—Societe Anonyme Etablissements L. De Prins, 14 Rue Araiacher, Brussels, Belgium, is anxious to contact American exporters of wines and fruits.

4136 REPRESENTATION IN VENEZUELA—Ramiro A. Hernandez, Apartado 502, Maracaibo, Venezuela, offers services as manufacturers' representative in following lines: foodstuffs, pharmaceuticals, dry goods, novelties, sports equipment, toys, automobile accessories, electrical material, light hardware, sanitary ware, household ware, building supplies.

4137 MEXICAN CRAFTS—Mr. Charles de L'Omville, San Martin de los Cansecos, Estado de Oaxaca, Mexico, would like to get in touch with importers of Mexican tablecloths (handwoven and in fast colors), huaraches, baskets and pottery.

4138 TRADE WITH URUGUAY—Jaime Balter, Casilla de Correo 321, Montevideo, Uruguay, imports and distributes hardware, novelties, stationery articles, chemicals. Also interested in California fruits, such as prunes, raisins, etc., on a representation basis.

4139 REPRESENTATION IN CUBA—Rafael A. Menendez, P.O. Box 337, Habana, Cuba, would like to make connections with manufacturers so as to act as their representative in Cuba. Also in a position to export billboards made of crocodile leather, perfumes, silver trinkets.

4140 ARGENTINE TRADE—Camello Donato e Hijos SRL., Velez Sarsfield 3466, Lanus F. C. S., Argentina, manufacture and produce candles, soap, edible fats, glycerine, olein, stearine acid, Export cured hams, condensed milk, toilet soap, floor and ceiling, hard, dried eggs, oleaginous oils, vegetables, textiles, quality toys, food products, etc.

4141 EXPORTS TO ECUADOR—Hipólito Espinosa M., P.O. Box 227, Quito, Ecuador, would like to hear from suppliers of electric passenger elevators, electric light and power plants, steel water pipes and accessories, water meters, cast iron soil pipe and accessories, steel drums to transport alcohol. Full details and specifications at World Trade Department.

4142 REPRESENTATION IN GUATEMALA—Bolanos & Schaart, Apartado Postal No. 245, seek to represent American manufacturers.

4143 TRADE WITH BRAZIL—Campeiro, Fragozo & Cia., Rua da Praia 143, Recife, Brasil, seek connections with American importers and exporters.

4144 EXPORTS TO CUBA—Jose Saval, Calle 9 No. 9, Santiago de las Vegas, Cuba, wishes to get in touch with manufacturers exporting to Cuba; especially interested in novelties, razor blades, cellophane bags with which to wrap cigars.

4145 EXPORTS TO MEXICO—Casa Charles, Dolores 16 Dpto, 206, Mexico, D.F., is interested in contacting manufacturers or wholesalers interested in distribution in Mexico.

4146 REPRESENTATION IN MEXICO—Jose R. Puente, Ave. Juarez 14 Tel, Apdo. Post. 61, C. Victoria, Tamps., Mexico, operates office of representations and information, would like to hear from interested business firms.

4147 REPRESENTATION IN GUATEMALA—Alfredo Garrido Antillon, 10a. Av. Norte Prol. 68, Ciudad de Guatemala, Guatemala, seeks to represent American manufacturers and exporters.

4148 FIJI JEWELRY—Odhavji Vaghji, G.P.O. Box 291, Suva, Fiji, manufactures silver filigree ornaments, tortoise shell and Pacific Islands souvenirs, coconuts, catseyes, sea-shells and beads, picture views of the South seas, etc. Price list and terms at World Trade Department.

4149 REPRESENTATION IN EL SALVADOR—Jose Antonio Alfaro, P.O.B. 447, San Salvador, El Salvador, seeks to represent manufacturers of glassware, chinaware, enamelware, paper and paper products, canned foods, wines, grocery lines, confectionery, leather and leather articles, rayon and cotton textiles, dry goods, general merchandise, costume jewelry, notions, toys, novelties, hardware, tools, agricultural implements, cosmetics, perfumes, toilet soaps, industrial products, chemical and pharmaceutical products.

4150 BATTERY PARTS FOR MEXICO—Gutierrez Hermanos, S.A., Apartado No. 139, Hermosillo, Sonora, Mexico, would like to get in touch with manufacturers of battery parts.

4151 REPRESENTATION IN ARGENTINA—Manuel Persky, A. R., Saenz Pena 651, Buenos Aires, Argentina, would like to obtain the representation of an industrial concern to introduce their manufactured products in Argentina. Also prepared to export Argentine merchandise.

4152 TRADE WITH BRAZIL—Sociedade Comercial Saad Ltda., Praca Patriarca 26-2, S-J 36, Sao Paulo, Brasil, exports Brazilian products, whether manufactured, natural, agricultural or mineral. Would like to import or represent firms handling the following: fish and dried fruits, wheat and flour, machinery (textile, agricultural, etc.), tanned leather, iron and steel, metals, industrial chemical products, aniline colors, pigments.

4153 EXPORTS TO HONDURAS—Alvin M. Barrett, San Pedro Sula, Honduras, is interested in buying for his own account the following articles: California sardines in tomato sauce, tomato paste, canned fruits, tomato juice and asparagus, dried fruits and raisins, cinnamon and black pepper.

4154 MEXICAN EXPORTS—Cia. Comercial Cosmos SRL., Luis Moya, 31-9, Mexico, D.F., offers to export all kinds of silver articles, especially cigarette lighters, cups, plates, silverware, identification bracelets, buckles, necklaces, etc.

4155 AGENCY IN ECUADOR—Nelson Chavez A., Guayaquil, Ecuador, seeks the agency or representation for the following: canned foods, tools, hardware, wines, textiles, agricultural machinery, electrical material, etc.

4156 EXPORTS FROM NICARAGUA—Moris D. Pataky, Managua, Nicaragua, specializes in the export of tropical products such as castor seeds, sesame seeds, Nicaragua cocoa, corozo palm kernels, etc.

4157 SHOES FROM MEXICO—"Zens," Apdo. Postal 2559, Mexico, D.F., are interested in hearing from firms interested in importing shoes from Mexico, especially work shoes.

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Ceilings and Markups for Philippine Sales Available at CofC

The San Francisco Chamber has been advised that President Osmena of the Philippine Islands has signed a decree establishing ceiling prices and markups for merchandise sold within the Islands.

It is believed that if experience proves trade cannot operate under the new markups, proper representation can be made to the Commonwealth Government and satisfactory adjustment obtained.

The official markups for wholesalers and retailers are not for publication, but information is available at the San Francisco Chamber of Commerce.

Chamber members interested in obtaining this information may call, in person, at the Chamber office or communicate by letter, enclosing a self-addressed envelope.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details, contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6167—A. P. ROSENSTOCK & SON, 5232 Rockhill Road, Kansas City 4, Missouri, are manufacturers agents in the lighting field, with some attention to electrical and building specialties. Would like to represent local manufacturers.

D-6168—MANDEL BROTHERS, 5th Ave. & Washington, Pittsburgh, Pennsylvania, manufacturers agents who would like to represent local manufacturers in Pennsylvania, Ohio and West Virginia.

D-6169—M & W LABORATORIES, 551 Louis Building, Dayton, Ohio, have facilities for production of small or medium size assemblies, both electronic and mechanical, as well as any Engineering services that may be required. Also desire contact with San Francisco companies concerning sales engineering representation in that territory.

D-6170—WM. W. ZINGG, 55 N. Latrobe Ave., Chicago, Illinois, would like additional lines—products that can be sold through department stores.

D-6171—CORVELUS DISTRIBUTING COMPANY, 928 N. 15th Street, Milwaukee 3, Wisconsin, interested in representing local manufacturers of the following lines: hardware, automotive or kindred consumer items.

D-6172—ELECTRONIC TRAPS, INC., 7 Norfolk Place, Rochester 6, New York, would like a local distributor of the electronic rat trap. Should be able to make minor electrical adjustments.

D-6173—JAMES H. RHODES & COMPANY, 157 W. Hubbard Street, Chicago, Illinois, are looking for a salesman or manufacturers agent, in San Francisco and neighboring territory. They manufacture sponges, chamois skins, felt, steel wool, pumice stone and abrasives.

D-6174—DEAN ALLMAN, 310 East Duarte Road, Arroyo, California, is setting up a Sales & Business Consultant Company for the benefit of small manufacturers who are desirous of being represented on the Pacific Coast.

D-6175—ARMS & STEWART, P. O. Box 175, Palo Alto, California, would like to contact a manufacturer of staple items such as household appliances or items of mechanical or electronic nature. Can act as exclusive distributors or factory representatives in the eleven western states.



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WASHINGTON NOTES

*From Washington Office,
San Francisco Chamber of Commerce*

• LUMBER

Although lumber stocks at mills and concentration yards totaled 3,259,160,000 board feet at the end of June, a slight increase over the position at the end of May, lumber production for the first six months of 1945 was 10.3 per cent less than that for the first half of 1944. Lumber stocks in the West increased 4.7 per cent in June while production decreased 8.2 per cent. With a sharp decline in military requirements it is expected that stocks will be built up to a more workable position within sixty to ninety days.

The War Production Board has announced that distribution of lumber will be free from controls October 1. Order L-335 has been revoked.

• DRIVE-IN THEATRES

The War Production Board has predicted that the number of drive-in theatres will at least treble within a short time after equipment is freed for civilian use. There are about 100 such theatres in operation at the present time.

• HOUSING

According to Raymond M. Foley, Commissioner of the Federal Housing Administration, private enterprise is counted upon to provide the great bulk of the nation's housing needs, variously estimated at 1,000,000 to 1,500,000 houses a year for ten years.

It is also stated that field offices of the FHA have been instructed to lend all possible assistance to sponsors of proposed residential subdivisions in preparing land plans which meet required standards.

• WILDLIFE

Under the terms of the Pittman-Robertson Act over \$39,000 has been apportioned to California for the restoration and development of its wildlife resources during the fiscal year 1946.

• GENERAL

Long tails, "French" cuffs and pleated bosoms have been authorized for men's shirts by the War Production Board, which also removed restrictions against collars, sashes and frogs on masculine pajamas and lounging wear.

Naval Affairs Group Represented In Nation's Capital on Academy

Action on establishment of a Naval Academy on the Pacific Coast will be stimulated as the result of a trip to Washington by Chalmers G. Graham, attorney and member of the San Francisco Chamber of Commerce Naval Affairs Committee.

• Graham left for Washington September 15 to represent the Bay Area Naval Affairs Committee in urging the West Coast Naval Academy.

He will offer services of the Committee to interested Congressional representatives and assist the Chamber's Washington Office in its efforts.

The Bay Area Naval Affairs Committee, representing chambers of commerce throughout the Bay Area, is headed by E. J. McClanahan, chairman, San Francisco Chamber of Commerce Naval Affairs Committee.

Resolutions have been passed by chambers in this area urging a West Coast academy, and the San Francisco Chamber's Washington office has been working with Naval officials and Washington representatives of western states to stimulate further efforts on their behalf.

S. F. Market Shows Planned Soon, with Convention Ban Lifted

Elimination of convention restrictions, effective October 1, will permit holding of San Francisco's centralized market for spring lines, it was announced today by Frank K. Runyan, president, Western Merchandise Mart, and chairman of the Domestic Trade Centralized Market Committee of the San Francisco Chamber of Commerce.

Dates for the Apparel Show have been set for October 15 through November 15, according to Adolph P. Schuman, president, Manufacturers and Wholesalers Association.

Market Week for showing of complete houseware lines, art and giftwares, toys and juvenile goods will be held February 7 through 11.

"Arrangements are already underway," said Runyan, "for showing of these lines in two locations—the Western Merchandise Mart and the Civic Auditorium under the co-sponsorship of the Mart and the Chamber of Commerce."

C of C Takes Part in KSAN Welcome

A new coast-to-coast network has been introduced to the Bay Area with the debut of the Associated Broadcasting Corporation.

Wednesday, September 19, Kenneth H. Campbell, manager of the World Trade Department, San Francisco Chamber, spoke on behalf of the Chamber over Station KSAN, welcoming the new network.

Local outlets are Stations KSAN in San Francisco and KWBR in Oakland.

S. H. Patterson is the owner of KSAN, with Jerry Akers managing the local station.

Falk, Wheeler Interviewed by High School Students, KQW

Adrien J. Falk and Charles L. Wheeler will participate in a Round Table discussion on radio station KQW Saturday, September 22, at 2:30 P.M., when four high school students will interview the two prominent businessmen on the problems of reconversion.

• Falk is past president of the San Francisco Chamber of Commerce, a member of the Board of Education and Vice-President and General Manager of S & W Fine Foods, Inc. Wheeler is Executive Vice-President of Pope & Talbot, Inc., and McCormick Steamship Company.

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C of C World Trade Manager Gets National Chamber Post

National recognition for a San Francisco Chamber of Commerce executive comes with his selection to fill the top job in his field, it was announced by the Chamber today.

Information on 55 Interim Committees Available at C of C

Attention of Chamber members is called to the fact that 55 Interim Committees of the California State Legislature are now at work and the information which they gather will in many cases be a nucleus for agenda of any special or regular session of the Legislature.

Members desiring information in connection with the following Interim Committees may get in touch with Charles E. Gibbs, manager, Chamber's Legislative Department:

- **Assembly Interim Committees**—Administrative Regulation; Charitable Institutions; Conservation and Planning; County and City Jails; Crime Prevention and Correction; Elections Code; Exhibitions and Fairs; Fish and Game Problems; Health Care; Insurance; Live Stock and Dairies; Military Affairs; Mining; Old Age Pension Advocacy and Promotion; Petroleum Oil and its Products; State Federal Cooperation in Discovery, Production, Transportation, Refining and Use of; Postwar Airport Projects and Aviation; Postwar Rehabilitation; Public Education, Problems of; Public Morals; Soil Conservation; State and Local Taxation; Tide and Submerged Lands; Transportation and Commerce.

- **Senate Interim Committees**—Construction Program, Postwar; Fish and Game Problems; Forestry Study; Governmental Reorganization; Harbors; Japanese Problems; Japanese Resettlement; Local Government Agencies; Medical and Hospital Care, Payment of; Mentally Deficient, State-wide Supervision and Control of the Schools for Boys and Girls; State Training; Shoreline Development and Beach Erosion; Taxation, State and Local; Veterans Affairs.

- **Joint Interim Committees**—Agriculture and Live Stock Problems; Budget Committee; Capitol, Remodeling the; Disaster Council, California State; Highways, Streets and Bridges; Insurance Regulation; Interstate Cooperation; Pacific Regulations; Un-American Activities; War Council, California State; Water Problems.

- **Joint Special Committees**—Agricultural and Industrial Employment; Prices of Fresh Fruits; Purchase of Federal Property; Rivers and Flood Control; Water Problems.

Two National Aircraft Firms Locate Sales Offices in Oakland

For the second time in two weeks, Oakland has been selected as the regional sales headquarters of a national aircraft manufacturer.

This was revealed in the announcement by the Oakland Chamber of Commerce that West Moreau has filed formal application to establish at Oakland Airport the regional sales and service base for the products of the Taylorcraft Aviation Corporation of Alliance, Ohio.

Two weeks ago R. P. Bowman established at Oakland Airport the Northern California sales distribution headquarters for the Stinson division of the Consolidated-Vultee Aircraft Corporation.

The executive is Kenneth H. Campbell, manager of the Chamber's World Trade Department, who has been appointed manager of the Foreign Commerce Department of the United States Chamber of Commerce, according to San Francisco Chamber Manager Louis B. Lundborg.

Lundborg announced that Campbell will leave San Francisco in mid October to accept his new post which is most important nationally in this field.

"Campbell's selection is recognition of the outstanding work he has done for the San Francisco Chamber, the many activities which he has initiated while he has been with us," Lundborg said.

"While we deeply regret the loss of Mr. Campbell, we are proud of this recognition by the national Chamber of one of our staff executives and glad he will have the opportunity to be of broader service on the national level in the field of foreign trade.

"Campbell's work with us has been a definite contribution to the rapid advances made recently by the Chamber, and the effects of his good work will continue," Lundborg declared.

"The Chamber's World Trade Department, under Campbell's direction 'carried the ball' in connection with the reopening of private trade with the Philippine Islands," Lundborg said, "which of course was of vital interest to San Francisco Bay Area foreign traders."

He has initiated an INTERNATIONAL BULLETIN, which not only keeps the trade advised on technical matters, but makes information available on the changing picture of board issues affecting international trade.

He established a definite working relationship with World Trade departments of other chambers in the Bay Area, and has been active in the development of the San Francisco Bay Area World Trade Promotion Committee.

Elliott O'Rourke, New Calif. Man-Crafts Head

California Man-Crafts, an organization composed of San Francisco menswear manufacturers, has announced the election of Elliott O'Rourke as President for the coming year. O'Rourke is owner of O'Rourke of California.

Assisting O'Rourke as Vice President of the organization will be Leo Falk of Crown Manufacturing Company.

California Man-Crafts is formulating plans for a Market Month during November. By extending the open house or "Merienda" over a full month, it will be possible for buyers to coordinate their California trips to include both the San Francisco and Los Angeles markets.

Flesher with Joshua Hendy

Appointment of Carl Flesher to the executive staff of the Joshua Hendy Iron Works, effective September 1, has been announced by Charles E. Moore, president of the company. Flesher will serve as an assistant to the president, dealing with special engineering and sales projects for Hendy.

Flesher is former west coast regional director of the United States Maritime Commission.

S. F. Fire Prevention Progress Since 1906 Told by Andrew Lynch

A full color painting of San Francisco after the disaster of 1906 with an accompanying article is carried in the October issue of *Esquire* magazine.

Following are excerpts from an historical commentary by Andrew J. Lynch, member of the San Francisco Chamber of Commerce Board of Directors, and chairman of its Insurance Committee, on conditions leading to the annihilating fire and the way in which San Francisco today has protected itself from another such disaster.

"A graphic story, accompanied by a vividly interesting painting, especially done for *Esquire* by Harper Goff to illustrate the havoc wrought to San Francisco in April 1906 by the twin disasters of earthquake and fire, is featured in the October issue of *Esquire* under the title 'The Great Disaster of 1906.' The article relates how the earthquake of only forty-eight seconds duration resulted in fifty-two original fires on the morning of the earthquake, which fires gradually joined forces and continued for four days, sweeping away most of the downtown section, San Francisco's famed Chinatown, and a substantial portion of the residential section of the city, when breakage of water mains caused by the earthquake made it impossible the effective fighting of the numerous fires.

"The fact that the earthquake lasted for only forty-eight seconds—while the fire raged for four days and largely obliterated the damage done by earthquake—explains rather clearly why San Franciscans are inclined to refer to the period prior to the disaster as 'before the fire' rather than 'before the earthquake' which would not be understood by the vast majority of the people who do not understand the time factors involved in the two events to smile or wink knowingly because they feel the reference to fire rather than earthquake is due to San Franciscans' wish to forget there had been an earthquake.

"Before the joint disasters of 1906, the busy, booming, fast-growing city of San Francisco had so little interest in fire protection that in a report issued by the National Board of Fire Underwriters in October, 1905—just six months before the conflagration—the following prophetic statement was made: 'San Francisco has violated all traditions and precedent by not burning up. That it has not done so is largely due to the vigilance of the fire department, which cannot be relied upon indefinitely to stave off the inevitable.'

"The fact that warnings of fire prevention engineers were ignored to its sorrow, during its early history, has made the modern San Francisco particularly conscious of fire protection; and since 1906, when the insurance companies' losses by fire ran an estimated \$225,000,000 (and losses not covered by insurance totaled many unknown additional millions)—San Francisco has been among the most alert cities of the country in taking precautions against a recurrence of the catastrophe.

"As a result, while primary fire fighting facilities are found in every modern city, San Francisco has taken the further precaution of installing an elaborate auxiliary water supply system designed and used solely for fire protection purposes. This system consists of high pressure mains, cisterns, pumping plants, and reservoirs, and is capable of using fresh water from its ample reservoirs or the unlimited amounts of salt water available in San Francisco Bay. It is also unique in that pressure is maintained from two distinct sources—gravity and pumps—a feature not found in the auxiliary systems of any other city.

"Since the 1906 fire proved to be the world's largest catastrophe from a fire insurance viewpoint, underwriters have quite naturally been reluctant to reduce fire insurance rates in any other city. San Francisco's case demonstrated that it had earned such consideration. Despite this handicap, the city's efforts along lines of catastrophe prevention have raised its standing with underwriters to the point that San Francisco today has a grading with National Board of Fire Underwriters equal to that enjoyed by many of the best protected cities in the country. The National Board of Fire Underwriters grades cities for fire susceptibility in classes from 1 to 10, and these classifications are used as a basis for insurance rates by the local ratings bureau throughout the country. No. 1 denotes the lowest rate basis available, while No. 10 indicates the city should be subjected to maximum rates. No. 1 classification is reserved for the ideal city protected in accordance with theoretically perfect standards. No city has ever earned this grade.

"The best protected cities in the country are graded No. 2, and San Francisco carries a No. 3 grading, with perhaps memory of the 1906 disaster, rather than the physical characteristics and fire protection features of the city, keeping it out of the highest grade presently accorded to cities by this underwriters' board. Indeed, in the history of the city, no prophetic forecast has been so accurate as the consciousness of the risk of catastrophic fires."

Two S. F. Chamber Executives Promoted

C of C Naval Affairs Representatives Meet Saratoga at Sea

Representatives of the Naval Affairs Committee of the San Francisco Chamber of Commerce boarded the U.S.S. *Saratoga* before its arrival in San Francisco on Thursday, September 13, the Chamber announced today.

Dan London, vice-chairman of the Naval Affairs Committee of the San Francisco Chamber, and Harold B. Mills, secretary, extended the Chamber's greetings to the ship's captain and personnel, which included 3,800 Pacific veterans.

Committee members were among a group of press representatives who were taken by boat to a point ten miles beyond the Golden Gate, where they boarded the carrier.

San Mateo C of C Luncheon

Harvey Stowers, assistant to the President, Aircraft Manufacturers Association of America, will be luncheon guest speaker Friday, September 21, in San Mateo.

The luncheon is sponsored by the San Mateo Chamber of Commerce.

Promotion of C. P. Tanner to assistant general manager and of Carroll Snyder to manager of the Domestic Trade Department, the post formerly held by Tanner, was announced today by Louis B. Lundborg, general manager, San Francisco Chamber of Commerce.

S. F. C of C Supports Harbor Improvements for Humboldt Bay

Harbor improvements on Humboldt Bay were supported by the San Francisco Chamber of Commerce.

● **Testimony favoring deepening of channels in the Bay** was offered by the San Francisco Chamber at a public hearing called by Colonel K. M. Moore, San Francisco district engineer, at Eureka last month.

The improvements were originally advocated by the Eureka Chamber of Commerce and steamship company representatives.

"Our investigation has convinced us that improvements are necessary in order to continue cargo transportation between San Francisco and ports on Humboldt Bay," said Walter A. Rohde, Manager, Transportation Department, San Francisco Chamber, in a statement to Colonel Moore.

"Scope of the Chamber's work has broadened to such an extent in the last few years that reorganization and creation of an assistant general manager's post is a prime necessity in order to handle the administrative load of expanded staff and activities," Lundborg said.

Tanner will continue in his capacity of representing the San Francisco Chamber with the Central and Northern California Chamber of Commerce Executives (CANCOCO), and other commercial executives organizations, Lundborg added, but his former assistant, Snyder, will take over the activities of the Chamber's Domestic Trade Department.

"The new assistant general manager is excellently qualified for his duties, having served the Chamber for ten years in retail, industrial, domestic trade and agricultural fields and having acted frequently as the representative of management in public affairs," Lundborg declared.

"Snyder has been with the Chamber for eighteen years and in recent years has handled some of the major activities of the Domestic Trade Department. He will continue this work and in addition will serve as secretary of the Domestic Trade Committee, which promotes friendly and trade relations with adjacent areas and cooperates on San Francisco's Market Weeks, as part of its overall trade development program.

"It is important to note that Tanner pioneered some of today's most important activities of the Chamber. He led in development of the Chamber's agricultural and domestic trade programs. A major share of the responsibility for building up friendly relationships for the San Francisco Chamber with other chambers throughout the West and with the California agricultural industry, may be accredited to Tanner."

WESTERN MARKET DEVELOPMENT

Six million civilians have been added to the western market during the generation since the close of World War I, the Research Department of the San Francisco Chamber of Commerce reported today.

● **Population in the 11 Western States** in July 1944 amounted to 16,351,595 or nearly double that of 1920 when it amounted to 8,902,972, and has risen from 8.42 per cent to 12.33 per cent of the United States total.

The civilian population in 1944 in this area amounted to 14,980,500, or 11.77 per cent of the nation's total.

● **Market factors** shown below serve to indicate the relative development of the western market as we enter the postwar period:

ITEM	Year	Amount	% of U.S. Total
Population, Resident Civilian	1944	14,980,500	11.77
Resident Civilian & Military	1944	16,351,595	12.33
Retail Sales—Total Estimate	1944	\$10,532,070,000	12.99
Food Stores Sales	1944	\$ 2,763,432,000	14.74
General Merchandise Store Sales	1944	\$ 1,589,268,000	14.58
Lumber, Hardware, Stores Sales	1944	\$ 543,314,000	15.24
Drugs	1944	\$ 413,208,000	14.43
Wholesale Sales Estimate	1944	\$13,378,451,000	12.99
Gross Farm Income	1944	\$ 3,860,528,000	18.20
Bank Deposits—Total	1944	\$13,094,809,000	12.85
Demand	1944	\$ 7,994,022,000	12.30
Time	1944	\$ 5,099,787,000	13.80
Motor Vehicle Registration	1944	4,971,000	16.50
Effective Buying Income Estimate	1944	\$22,178,135,000	14.94
Major War Supply, Facility Contracts & Project Orders, June 1940 through December 1944	1944	\$27,655,350,000	13.32

Surplus Property

● **The Surplus Real Estate Office**, Public Buildings Administration, Washington, D. C., will receive bids until 10:30 A.M., E.W.T., October 10 on the Old Post Office Site located at Broadway, 17th and Franklin Streets, Oakland. Further information is available from the Division Engineer, Public Buildings Administration, 838 Appraisers Building, San Francisco.

● **Under Sales Catalog B-95-46**, the Navy Material Redistribution and Disposal Administration, 785 Market Street, will receive bids until 10:00 A.M., October 1, on red, navy blue, and yellow bunting, bunting remnants, and scraps.

● **Under Sales Catalog B-102-46**, the same office will receive bids until 10:00 A.M., September 21 on miscellaneous hard and softwood lumber accumulated as a by-product from the manufacture of pallets.

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, Ext. 72, and refer to the Trade Tip's number.

SPECIAL NOTICE—The World Trade Department continues to receive numerous letters from countries all over the world wishing to resume or expand commercial relations with the United States. In a special file at this department are letters from the liberated areas of Europe and North Africa, the Middle Eastern nations, Latin America, and others. These letters from Cyprus, Belgium, Bulgaria, Egypt, France, Greece, India, Iran, Iraq, Italy, Lebanon, Tunisia, Palestine, Roumania, etc., all indicate the writers' desire to establish trade relations with the United States, if not now, at least for the postwar period. Space does not permit us to list all the products offered or asked for, but a file of these letters is kept available at the World Trade Department, and all interested parties are invited to come in and consult them.

4158 AGENCY FOR INDIA—Gardiner-Collier, Inc., manufacturers agents, 1037 W. Primm Street, St. Louis 11, Mo., are interested in securing the sole agency for India for such commodities as electric, mechanical, industrial equipment and supplies, steam engines, generators, tools, hardware, motor scooters, specialties, accessories, stoves, household appliances, radios, refrigerators, gift articles, novelties, fountain pens, ball pens, cigarette cases, drugs, etc. Also desire to contact firms and agents interested in products from India, such as leather, goat skins, jewelry, suitcases, gunny bags, imitation and real jewelry, etc. Further details at World Trade Department.

4159 AGENCY FOR MALAYA—Sam Hancock, 812 Pacific Electric Bldg., Los Angeles, California, is establishing a general import and export business in Malaya, would like to make connections with exporting manufacturers. Would like to meet representatives of interested firms at his Los Angeles office before September 22, when he leaves for England. Full details at World Trade Department.

4160 EXPORTS TO CHILE—Gazitua & Cia. Ltda., Casilla 13275, Santiago, Chile, are interested in acting as agents and/or distributors of electrical materials and appliances in Chile. Firm has contacts all over Chile and in Argentina.

4161 EXPORTS TO CHINA—Manuel D. Bonilla, Venustiano Carranza 40—Desp. 324, Mexico, D.F., is interested in representing a concern handling copra.

4162 MACHINERY FOR SOUTH AFRICA—Abraham Barow, P.O. Box 1319, Johannesburg, South Africa, deals in machines for bakers, confectioners, chocolate manufacturers. Also interested in plant machinery for the production of biscuits and crackers. Would like to contact interested manufacturers and ask that they forward him illustrated catalogues, technical details and prices.

4163 LEGAL SERVICES—Jurado-Bianco & Co., P.O. Box 1912, Caracas, Venezuela, offers their services in the matter of patents, trade-marks, collections, importation legalities and tariffs.

4164 REPRESENTATION IN MEXICO—Cia. Comercial Cosmos, S. de R. L., Luis Loya, Mexico, D.F., offers to represent San Francisco manufacturers in Mexico.

4165 REPRESENTATION IN COLOMBIA—Alfonso Molina R., Apartado No. 545, Cali, Colombia, would like to represent Dutch manufacturers and exporters of the following products: canned fish, fresh and dried fruits, vegetables, industrial tallow, palm oil, olive oil, coconut oil, caustic soda, soda ash, white cement, paper products.

4166 MEXICAN TRADE—McCoy & Cia., S. de R. L., Av. Juarez No. 64, Desp. 308, Mexico, D.F., are import-export merchants; would like connections with San Francisco businessmen, manufacturers.

4167 EXPORTS TO TANGIER—Emanuel Hollander, Rue Goya 43, Tangier, Morocco, seeks to do business with exporters of foodstuffs, chemical and pharmaceutical products, rubber, textiles (cotton and rayon), mineral and vegetable oils, machinery and motors for fishing boats.

4168 REPRESENTATION IN MEXICO—Kurt Florin, Calzada Madrid 1810 Ote., Monterrey, N.L., Mexico, would like connections with manufacturers and exporters seeking new outlets for their products in Mexico. Would like to work on commission basis. Interested in chemicals, drugs, oils, cork, tales, sanitary rubber goods, surgical appliances, surgical instruments, optical instruments, etc.

4169 REPRESENTATION IN MEXICO—Garza y Puente, 15 de Mayo 112 Pie., Monterrey, N.L., Mexico, seek representations for Mexico, especially in the novelty line.

4170 ARGENTINE TRADE—Argimont, Chile 700, Buenos Aires, Argentina, would like to make connections with American importers and exporters. Seek representations or will buy on own account. Interested in plastics, drugs and pharmaceuticals, manufacturers. Offer to export leather products, jewelry, textiles, dolls, etc.

4171 ARGENTINE PURCHASES—Pincus & Cia., Alsina 1367, Buenos Aires, Argentina, are interested in the purchase, either from manufacturers or exporters, of hardware, tableware, novelties, dry goods, alarm clocks, artesian tools, padlocks.

4172 ITALIAN TRADE—SICE, Societa Importazioni Comercio Esportazioni, Via Roma N. 125, Palermo, Italy, would like connections with leading industrial and commercial firms willing to enter business relations with Italy. The society is occupied with importation, trade deposits, agencies, commissions and exportation of all kinds of goods.

4173 EXPORTS TO ECUADOR—H. Palau Velasco, Apartado 518, Guayaquil, Ecuador, is interested in hearing from exporters of raw cinnamon, black pepper, cloves, canned sardines and canned foods in general.

4174 EXPORTS TO FRENCH WEST INDIES—Lafont Galou, Pointe-a-Pitre, Guadalupe, French West Indies, are interested in the importation of butter, corned beef, cheese, wheat flour, smoked ham, dried sausage, condensed milk, powdered milk, sardines in oil, sardines in tomato sauce, canned tuna fish, beer.

4175 MEXICAN TRADE—Exclusivas Monterrey, Zuazua 919 Sur, Desp. 202, Monterrey, N.L., Mexico, would like to represent manufacturers wishing distribution in the whole of Mexico. Also prepared to export Mexican products.

4176 REPRESENTATION IN COLOMBIA—Compania Central de Representaciones Ltda., Ed. Banco Central Hipotecario No. 608, Bogota, Colombia, would like to represent manufacturers of paper and paper products, agricultural machinery, hardware, canned goods.

4177 RICE FOR CUBA—Joaquin F. Paniagua, P.O. Box 217, Centuagos, Cuba, is anxious to represent producers of rice—pearl rice of short grain. Would like to hear from rice millers and rice exporters. Also interested in white and red beans, onions, fruits such as apples, grapes and pears, potatoes, etc.

4178 EXPORTS OF BANANAS—A. Siekavizza, 6a. Av. Sur, No. 49, Guatemala City, Guatemala, seeks contact with importers of bananas.

4179 TRADE WITH URUGUAY—Isaac Spector, Medanos 1466, Montevideo, Uruguay, is interested in representing producers and manufacturers of the following: foodstuffs in general, yarn and textiles, chemicals, raw materials for industry, machinery and tools, metals in general, shop goods, etc. Can export oil of flax, wool, textiles, etc.

4180 SILVER EXPORTS—Louis Lénain, Av. Reforma Num. 519 Puebla, Pue., Mexico, exports silver goods such as bracelets, dress-pins, earrings, rings, lighters, insignias, buckles, beads, etc. Hand made in pure Mexican silver.

VISITORS TO SAN FRANCISCO—Mr. Aram Sahakian of the firm, Sahakian & Cia., Buenos Aires, Argentina, plans a short visit to San Francisco to contact importers of fine hand made articles, baby clothes. Arrangements for interviews may be made care of this department.

Mr. Kuperwaj of the firm, Gelihert & Kuperwaj S.R.L., Buenos Aires, Argentina, also plans to visit San Francisco to make connections with American firms interested in the importation of leather articles in general. Arrangements for interviews may be made care of this department.

SPECIAL NOTICE—The American-Belgian Chamber of Commerce has provided this Chamber with addresses of Dutch and Belgian firms who are now interested in opening connections with American producers and exporters. Also available is a list of Belgian firms interested in automobiles, accessories, garage equipment and spare parts.

The Holland-American Chamber of Commerce for the Pacific Coast States has supplied this Chamber with lists of Dutch firms seeking connections with American suppliers and importers. This information will be kept on hand at the World Trade Department for the consultation of all interested individuals.

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Commodity List for Philippines Available for Study, CofC Office

The Foreign Economic Administration has printed a list of the Philippines Civilian Supply Program, Fourth Quarter 1945.

A copy is available for study and consultation in the World Trade Department of the San Francisco Chamber of Commerce.

Included in the listing are foodstuffs, drugs, building, tools, agricultural machinery, seeds (food), steel, pulp and paper.

General industrial equipment, power, copper, miscellaneous minerals, automotive, rubber, glass, petroleum products, plumbing and heating.

Services, household furniture, safety and technical equipment, textiles, chemicals, consumer durable goods.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details, contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6176—C. R. CELERT COMPANY, 433 South Spring St., Los Angeles 13, California, would like distributor in Bay Area for building, heating and ventilating machines. Interested in someone that contacts architects, engineers, heating and ventilating contractors. Offer an exclusive franchise.

D-6177—FRED LANE COMPANY, 307 North Michigan Avenue, Chicago 1, Illinois, interested to act as a manufacturers agent in the Midwest, for San Francisco manufacturers. Prefer to sell to manufacturers or wholesale houses.

D-6178—AMERICAN ELECTRONIC COMPANY, 3347 West Fulton Blvd., Chicago 24, Illinois, interested in making connections with manufacturers agents to handle their Precision Centralizing Casings in California territory and neighboring states. Sell on a straight commission basis.

D-6179—VALSEN CONSOLIDATED MERCANTILE COMPANY, 2 Broadway, New York 4, New York, would like to act as manufacturers' agents for packers of food products in New York. Also have export connections.

D-6180—MR. E. M. WATKINS, Box 201, Bloomfield, New Jersey, would like to act as a manufacturers agent for California manufacturers in New York City, including the Metropolitan Territory, and the adjoining states. Contacts large industrial corporations, including chain stores.

C of C Representative at Supervisors' Meeting

Attending the Board of Supervisors meeting, Monday, Sept. 17, was:

J. F. Barrett, member San Francisco Chamber Board.



Bay Region Business

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SAN FRANCISCO CHAMBER OF COMMERCE

Volume 2

Thursday, September 27, 1945

Number 39

WASHINGTON NOTES

From Washington Office,
San Francisco Chamber of Commerce

• FOREIGN TRAVEL

The certification and issuance of priority for steamship travel to all foreign ports was discontinued effective September 15 by the State Department and the War Shipping Administration. The action was taken inasmuch as more shipping facilities are being turned back to private companies.

There are still limitations concerning travel to many areas, however, and it is necessary to complete all passport requirements before departure from the United States.

• WAR HOUSING

The War Housing Program of the Federal Housing Administration has been terminated by Commissioner Raymond M. Foley. From now on all FHA home financing insurance operations will be conducted under normal peacetime procedures.

Exceptions are made when applications for war housing insurance are in process or already granted, but not under construction. A review of such cases was ordered in light of circumstances brought about by the end of the war.

• EXPORT

The export of new passenger cars and trucks has been placed under control by the War Production Board. Because the supply will remain inadequate to meet demands of civilian requirements for some time a new order L-352 prohibits producers of automobiles and trucks from exporting to any foreign country, including Canada, any vehicles in excess of quantities authorized.

• OPA

W. S. Ingram of San Francisco, formerly Business Manager of War Training at the University of California and a private contractor, has been named Price Executive of the Building Materials and Construction Price Branch in the National OPA office.

Since January 1944 Mr. Ingram has been head of the Industrial Manufacturing Section of the OPA Regional Office in San Francisco.

"Welcome Home to the Fleet" Marks S. F. Navy Day on Oct. 27

San Francisco's "welcome home to the fleet" will be observed during the entire week of October 21-28, according to plans announced by Ernest Ingold, chairman of the San Francisco Navy Day Committee.

Airport, Transportation are High Priorities on City Building Program

Increased and improved facilities at San Francisco's airport, elimination of downtown congestion and modernization of the city's transportation are placed high on the city's postwar planning program, according to Adrien J. Falk, chairman of the Mayor's Postwar Planning Committee.

Speaking before the San Francisco Chamber of Commerce and the Commercial Club last week, the former Chamber president declared that the decision as to whether these projects become a reality rests with the citizens.

Financing of airport modernization would be handled by a \$20,000,000 bond issue to be put before the voters in the November election.

Emphasizing the importance of eliminating the bottleneck in the downtown Market street area, Falk declared, "If this problem isn't solved, all other interrelated plans will bog down."

Falk said that these projects should not compete with private industry in the obtaining of labor and materials.

He urged that every San Francisco businessman obtain a copy of the committee's report for complete study.

"To finance this program," stated Falk, "we are asking San Franciscans to spend 1/10 of what they spent on war destruction to build their city. If they are afraid to spend the money, they have no confidence in the city's future."

Behrens Named Marketing Director, Merchandise Mart

Jack H. Behrens, president of Central and Northern California Chamber of Commerce Executives, has been appointed Marketing Director of the Western Merchandise Mart, according to an announcement by Frank K. Runyan, president of the Mart.

Behrens leaves the post of manager of the Napa Chamber of Commerce to take on his new assignment.

"This year's tribute to our Navy is significant for being the first peacetime Navy Day celebration since the end of the war," declared Ingold, "and will stress the theme of gratitude and thankfulness for the safe return of our fleet and pride in its accomplishments."

Highlighting the week of Navy Day functions will be a luncheon scheduled to be held on Friday, October 26, at the Commercial Club, featuring as speaker Artemus L. Gates, Undersecretary of Navy. Sponsors of the event are the San Francisco Chamber of Commerce, Navy League of the United States, Junior Chamber of Commerce, Propeller Club, Marine Exchange and Commercial Club.

• Other functions slated for that week include a blimp parade, two Navy Day balls, an air regatta, memorial services, open house aboard ships and exhibits held at Civic Center and Treasure Island.

A complete list of committee members will be announced later.

Another meeting of the Navy Day Committee is scheduled to be held on Thursday, September 27th.

Freight Car Shortage Is Extremely Critical

Freight car shortages are probably more critical now than at any time during the war.

Westbound movement of traffic suddenly dropped with the end of hostilities and thousands of cars remained in the Midwest to move immense grain crops. As a result, the number of empty box cars available for loading on the Pacific Coast is extremely low. There is also a scarcity of refrigerator cars.

• It is urgent, therefore, that shippers and receivers load and unload all cars promptly and continue such work on Saturdays, according to Walter A. Rohde, manager of the San Francisco Chamber of Commerce Transportation Department, and chairman of the San Francisco Car Efficiency Committee.

The tight car condition has prompted the Pacific Coast Transportation Advisory Board to request its Car Efficiency Committees to continue to function.

"After coming through the war without a really serious car shortage and without any general embargoes against commercial freight, it would indeed be tragic if a serious car shortage should now develop," said Rohde. "I feel confident that San Francisco industry will do its part toward preventing such a calamity."

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ASSISTANT GENERAL MANAGER



C. P. "BUD" TANNER

New Assistant General Manager of the San Francisco Chamber of Commerce, formerly manager of the Domestic Trade Department, pictured shortly after announcement of his promotion last week

CofC Stand on State Highway Plan Given Interim Committee

Armed with recommendations of the Street and Highway Committee and Tax Committee of the San Francisco Chamber of Commerce, Charles E. Gibbs, manager of the Chamber's Legislative Department, left for Sacramento on September 24 to present the Chamber's long range views of state highway needs to members of the legislative interim committee.

● **C. of C. Action**—The Chamber's Board of Directors endorsed in principle the plan for a system of Limited Access Urban-Rural Highways proposed by the Major Highway Committee, with the following modifications:

Any additional State financing required for the purpose of facilitating the program should be financed from the State Highway Fund. An increase in motor vehicle fuel tax, not exceeding one cent, should supplement these funds.

"Satevepost" Cover Features S. F. Scene

San Francisco's wartime scene has been graphically portrayed by artist Mead Schaeffer on the cover of the September 29th issue of the "Post."

● **Locale of the painting** is a Washington State hill, at the foot of which is shown the harbor with the Bay Bridge seen in the distance.

Copies of the cover, mounted on cardboard, will be available at the information desk of the San Francisco Chamber of Commerce for those interested in obtaining them.

Kenneth H. Campbell Leaves S. F. Chamber for National CofC Post

Kenneth H. Campbell, manager of the San Francisco Chamber of Commerce World Trade Department, leaves for Washington on October 10 to take over his new post as manager of the Foreign Commerce Department of the United States Chamber of Commerce, the San Francisco Chamber announced today.

In his new assignment he succeeds Edward L. Bacher.

"Campbell's selection is recognition of his outstanding work on behalf of foreign trade during his association with the San Francisco Chamber," commented Louis B. Lundborg, general manager of the San Francisco Chamber of Commerce.

As a member of the FEA Philippine Advisory Committee, he assisted in charting the reopening of private trade with the Philippine Islands.

"S. F. Calling"

Interesting items gleaned from San Francisco history and contemporary news are the feature on a new radio program currently being presented over local station KSAN by Lee Giroux, KSAN program manager.

The 15-minute program is aired daily over Station KSAN at 11:00 A.M.

August Industrial Expansions...

Thousands of new jobs are promised for Northern California as the end of the war marked a sharp upswing in industrial expansion.

Over \$35,000,000 will be invested in new and expanded Northern California plants reported during August by the Industrial Department of the San Francisco Chamber of Commerce.

Total developments for 1945 to September 1 aggregate outlays of \$75,003,700, which is believed to be an all time record in the area for private industrial investments.

Twenty-five of the new plants reported during August plan outlays of \$4,685,000, while 24 expansions represent expenditures of \$30,898,700.

Over 575 new jobs will be provided in San Francisco by 8 new ventures and 6 expansions, announced for the month, with total investments of \$2,054,000.

Some of the outstanding developments for August are:

- **Columbia Steel Company**, Pittsburg, Contra Costa County, plans the installation of modern cold reduction facilities through an outlay of more than twenty-five million dollars.
- **The Paraffine Companies, Inc.**, offices, 475 Brannan Street, San Francisco, plans immediate construction of first unit of plant expansion at Emeryville. Expansion will include an increase in the capacity of the felt mill, floor covering, roofing, linoleum and paint manufacturing departments. R. H. Shainwald, Jr. is Executive Vice President.
- **W. R. Ames Company**, 150 Hooper Street, San Francisco, plans a \$200,000 expansion program to include the construction of a factory building costing in excess of \$100,000. The company manufactures sheet metal products. C. E. Gray is president.

S. F. Employers' Council Receives Recognition In "Nation's Business"

Attention of nation's business and industry has been called to San Francisco's solution of its labor problems in an article appearing in the September issue of *Nation's Business*.

● **United Business**—The article, entitled "United They Bargain," is based on the accomplishments of the San Francisco Employers' Council—an organization formed by the city's business men—in studying the local labor situation and in dealing with organized labor on a united front.

According to John Crider, author of the article, best proof of the Council's effectiveness lies in its 5-year record. From 1939, when the Council began operation, through 1944, strikes throughout the country increased 52 per cent. During the same period, strikes in San Francisco decreased 80 per cent.

Membership of the Council, headed by President George O. Bahrs, has grown to 1,955, as of April of this year, from the 1,100 initiates of 1939. Of the present membership, 919 are affiliated through industry groups and 1,036 are individual members.

"The Human Side of Progress"

as viewed by

Sponsored by:

San Francisco Chamber of Commerce
Central and Northern California
Chamber of Commerce Executives



RALPH BRADFORD

General Manager, Chamber of Commerce of the United States

At Luncheon in the Gold Room, Palace Hotel
Monday, October 15, 1945

SAN FRANCISCO CHAMBER OF COMMERCE

33 Pine Street, San Francisco 4, California

Please reserve.....place(s) for me at \$1.54 each at
luncheon honoring RALPH BRADFORD, Monday, October 15,
1945, in the Gold Room, Palace Hotel, at 12 noon.

Kindly enclose self-addressed envelope for forwarding tickets.)

Name

Firm

Address

HECK
NCLOSED

**Tables are not reserved, but tickets must be purchased in advance. Members will be taken care of to the limit of capacity, but it will be to your advantage to make reservations early before ticket sales are opened to the general public.*



Price \$1.54 per plate
{ \$1.50 plus 4c tax }

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4181 TRADE WITH BULGARIA—Iwan D. Bakardjoff, Gabrovo, Bulgaria, would like to correspond with traders in this area.

4182 EXPORTS TO HOLLAND—A. Bylsma, Oostende 47, Antwerp, Holland, is interested in hearing from exporters of preservatives, plasters, novelties, conserved articles and fruit.

4183 TRADE WITH INDIA—Firoz Trading Company, Kanpur, British Raj, Parel Street, Fort Bombay, India, are importers, exporters and manufacturers' representatives dealing in cotton and woolen textiles, hosiery, chemicals, dyes, hardware, electrical goods, printed goods and other commodities.

4184 SPANISH TRADE—Gault & Palmer, Olmos 160, Palma de Mallorca, Baleares, Spain, export raffia shoes and sandals, ladies' bags, collars, etc. Also offer Majorecan hand embroidery work, such as table linen, handkerchiefs, lingerie, gowns, etc.

4185 AGENCY IN STOCKHOLM—Hugo Nilsson, Postg. 59161, Stockholm, Sweden, seeks the agencies for American machinery, engineering, rods for ferro-concrete, channels and other commercial iron, metals, heavy and light chemicals, raw materials and semi-finished products for industry and commerce.

4186 EXPORTS TO Ceylon—J. M. A. Vaner & Co., 112, Keyzer Street, Colombo, Ceylon, are anxious to handle the following exports from the U. S.: groceries and provisions, piecegoods, textiles, haberdashery, millinery, millinery, cut glass, hardware, cosmetics and toilet preparations, pharmaceutical goods, chemicals, fancy rods, etc.

4187 REPRESENTATION IN SWEDEN—S. Silhegren, 20 Högskolan, Stockholm, Sweden, is interested in representing reliable American firms in Sweden. Lines desired: textiles, rubber products, hosiery (men's and women's).

4188 REPRESENTATION IN BRAZIL—Pedro Infante, Rua Major Diogo 232, São Paulo, Brazil, wants to represent American manufacturers of plastics, electrical articles, and machinery.

4189 MEXICAN CUM—Chicles Mexicanos, S.A., Rayones Sur 970, Apartado Postal 672, Monterrey, N.L., Mexico, are offering Gum Chewing Gum Samples at World Trade Department.

4190 CUBAN EXPORTS—M. Fitchon, 368 Aramburo Street, Havana, Cuba, exports straw articles, confections, whisky and fruits. Illustrated price lists at World Trade Department.

4191 REPRESENTATION IN LATIN AMERICA—Charles Richter, consulting industrial chemist, American Trust Building, Berkeley, California, is leaving the end of this year for South America, and would like connections with Bay Region businesses interested in sales promotion there, as well as purchases. Territory to be covered includes Brazil, Uruguay, Argentina. Products to be handled: machinery for chemical industries and chemicals.

4192 TOBACCO EXPORTS—Raja Trading Co., Cocanada, S. India, are manufacturers and exporters of tobaccos and cheroots, desire connections with importers.

4193 FOOD PRODUCTS FOR HOLLAND—N. V. Agentuurhandel Producten, Rotterdam, Holland, seek to export producers of dried fruits, preserves, and canned products.

4194 REPRESENTATION IN ITALY AND ALBANIA—Egido de Angelis, S. Angelo 3650, Venezia, Italy, seeks to represent American manufacturers in Italy and Albania. Formerly in automobile line.

4195 REPRESENTATION IN LEBANON AND SYRIA—Ets. Georges K. Haddad, Haddad Boite 954, Beyrouth, Lebanon, is anxious to represent American manufacturers of electric articles, draperies, sporting goods, novelties, luxury items, liquors, cosmetics, perfume essences.

4196 FOOD PRODUCTS FOR FRANCE—Etablissements, Mitteau-Laverge, Périgueux, France, import foodstuffs such as canned fish, delicacies, etc., seek to represent American producers.

4197 EXPORTS TO ITALY—Calomeni Freres, Rue U. Masotto 17, Milan, Italy, wish to import ladies' accessories, jute, rope, textiles, leather articles, food products, cement, paper products, furniture, machinery, scrap materials, etc. Complete list at World Trade Department.

4198 TRADE WITH PALESTINE—M. Rytfin & Co. Ltd., P.O.B. 94, Jerusalem, Palestine, would like to get in touch with manufacturers and exporters of American goods. Would like to act as agents or distributors.

4199 REPRESENTATION IN TURKEY—Constantin Theodoropoulos, Galata Posta Kutusu 1170, Istanbul, Turkey, works as general commission agent, would like to represent manufacturers of domestic and industrial refrigerators, radio articles, prefabricated houses, raw leather for soles, rubber articles.

4200 TRADE WITH BELGIUM—C. E. Van Peteghem, President Rooseveltlaan 46, Ghent, Belgium, act as export and import sales specialists, purchasing agents, manufacturers' agents and representatives. Would like connections with American exporters, importers, and manufacturers.

4201 COMMISSION AGENTS IN EUROPE AND NORTH AFRICA—Comptoir Eurafrique d'Importation et d'Exportation, 5, Rue Baudin, Boite Postale Casablanca 241, Casablanca, Morocco, and also 12, Rue Georges Sorel, Billancourt, Paris, France, act as commission agents for many products. Also desire to act as purchasing agents for American firms interested in European and African articles.

4202 EXPORTS TO HOLLAND—Tropex, Postbus 291, Amsterdam (C), Holland, is an import house, seeking connections with farms and suppliers of articles and raw materials used by farmers, cattle breeders, etc., dairy factories (cattle food, raw materials, articles of consumption). References.

4203 TRADE WITH HOLLAND—Alfred Meyer, Naarden, Holland, would like to act as general representative for factories and shippers. Also will act as purchasing agent for manufacturers and importers interested in Dutch and European products.

4204 TRADE WITH FRANCE—Société Universelle d'Importation et d'Exportation, 8, Avenue de Verdun, Nice, France, would like to correspond with import-export houses, manufacturers. Export essences and perfumes.

4205 AGENT IN BRITISH GUIANA—Singh-Dom Agency, P.O. Box 161, Georgetown, British Guiana, South America, would like to get in touch with manufacturers and exporters desirous of expanding their export trade in British Guiana.

4206 REPRESENTATION IN TURKEY—N. Impeas, P.O. B. 1603, Istanbul, Turkey, is anxious to represent American manufacturers' radios, refrigerators, electrical installations, electrical fixtures and appliances, bulbs, bicycles, screws, etc.

4207 ARGENTINE TRADE—A. F. Eusevi & Cia., Sarandí 825, Buenos Aires, Argentina, seeks to export: hams, cold cuts, cheese, butter, powdered eggs and milk, grains, vegetables, dried and fresh fruits, garlic, chicolates, caramels, food products in general. Would like representative here to handle business.

4208 EXPORTS TO DAMASCUS—M. Hassan Nizam & Fils, P.O.B. 158, Damascus, Syria, would like to make connections with manufacturers and exporters of the following: porcelain, earthenware, glassware, galvanized aluminum, enamelware, hardware, tableware, celluloid, rubber and toilet goods, buttons, scales, sales, toys, barbers' instruments, kitchen utensils, stationery, perfumery.

4209 MACHINERY FOR AUSTRALIA—Walter Reid & Co. Limited, G.P.O. Box 3131, Brisbane, Australia, would like to get in touch with manufacturers producing machinery for the clarification of bauxite.

4210 REPRESENTATION IN COLOMBIA—Arturo Mejia Arias, Apartado Postal No. 304, Bogota, Colombia, would like to represent American firms.

4211 EXPORTS TO MAURITIUS—Henry Dove & Sons, 3, Leveille l'Homme Str., Rose Hill, Mauritius, seek agencies on a commission basis, would like to get in touch with suppliers, exporters and shippers having no previous experience in Mauritius.

4212 IXTLE ARTICLES—Almacenes Valle del Fuerte, S.A., Ferrocarril 5, Apartado 4, San Blas, Sinaloa, Mexico, are exporters of ixtle articles fashioned by hand, would like to make connections with purchasers here.

4213 TRADE WITH INDIA—Allied Agencies, 144, Modi Street, Fort, Bombay, India, are import-export merchants with agencies and sales organizations all over India. Buy for own and customer account. Anxious to represent exporters and manufacturers. Also export: hides, skins, furs, carpets, tea, jute, oil seeds, dried fruits, food products, and other raw materials.

Telenews Film Shows Jobs for Disabled Vets

A movie illustrating the many jobs which partially disabled veterans can perform in industry is being shown Friday, September 21 through 28, at the Telenews Theatre.

The film is based on an article by Captain Eddie Rickenbacker, carried in the September issue of *American Magazine*. Title of the article and film is "Live For Tomorrow."

According to G. L. Fox, manager of the Chamber's Industrial Department, the Rickenbacker story reveals that 90 per cent of the jobs in his company, Eastern Airlines, could be filled by disabled veterans who have lost one or more limbs.

•"The movie is of importance to Bay Area industrialists because it shows the type of jobs that can be filled by disabled veterans. Particular emphasis is placed on plastics and light metals industries," Fox said.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details, contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6181—THOMAS D. STEVENSON AND SONS, 465 California St., San Francisco, California, interested to act as distributor for manufacturers of residential or home usage types of products.

D-6182—MR. WARD EDWARDS, JR., 1835 South 6th East, Salt Lake City 5, Utah, would like to act as representative for manufacturer in Salt Lake City, and the intermountain west.

D-6183—MR. JOHN E. PETERSON, 170 Broadway, New York City 7, New York, interested to act as manufacturer's agent in the metropolitan district of New York and foreign markets for local manufacturers.

D-6184—MR. JACK GOLD, 3527 Belden Avenue, Chicago, Illinois, would like to act as distributor or agent for local manufacturer of hardware, sporting goods, notions, housewares, novelties, etc., in Chicago and surrounding territory. Contacts department stores, mail order houses, chain stores and wholesale hardware.

D-6185—NECTAR HONEY COMPANY, 2060 Las Colinas Avenue, Los Angeles, California, would like to act as representative or broker in Los Angeles County, for packers of canned or dried foods and fruits.

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Bay Region Business

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Thumb Nail Sketch: by the Research Department

• SAN FRANCISCO GROWTH

The special U. S. Census of San Francisco's population has been certified by the Director of the Census at 827,400 as of September, 1945. This represents an increase of nearly 200,000 above the 1940, April 1st, count of 634,536 and advanced it from twelfth place to probably tenth among the national contenders.

• JOB OPPORTUNITIES

At the end of the first postwar month in the San Francisco Bay Area there were 27,118 more job opportunities than takers, and in San Francisco 12,284. At the same time the unemployment insurance claims in the Bay Area amounted to only 14,888 or 1.9 per cent of the total gainfully employed, while in San Francisco it was just 1 per cent or 3,783 persons.

• MANUFACTURING INDUSTRIES

The manufacturing industries in the San Francisco-Oakland industrial area employed 183,600 wage earners during August, 117,900 in the durable group and 65,700 in the non-durable group.

In the durable group average weekly earnings amounted to \$66.40, hourly earnings to \$1.457, and hours per week to 45.6, while in the non-durable group average weekly earnings amounted to \$43.73, hourly earnings to \$1.099, and hours per week to 39.8.

During the first eight months of this year in the manufacturing industries employment was off 21.2 per cent and payrolls 19.7 per cent compared to the same period last year. But in the non-manufacturing groups payrolls were up 8.6 per cent in laundry and cleaning group, 6.8 per cent in wholesale group, 7.3 per cent in retail group and 9.4 per cent in the hotel group.

• SALES

August sales of department stores were up 5 per cent in the Bay Region over last August, with the

eight months sales up 15 per cent, according to the Federal Reserve Bank. Sales in San Francisco were up 5 per cent and 17 per cent, respectively, while sales in the Twelfth District were up 4 per cent and 12 per cent. Sales in the Central Valley were up 8 per cent for August and 12 per cent for the eight months cumulative, Stockton August sales topping all the cities in the District at 26 per cent. Sales in Los Angeles area were up 6 per cent and 13 per cent, respectively, and sales in Seattle up 2 per cent and 13 per cent, and Portland sales off 1 per cent in August but up 7 per cent for the cumulative period.

Retail sales of independent stores during the seven months, according to the Census Bureau, were up 11 per cent in San Francisco, 9 per cent in Oakland, 11 per cent in both Sacramento and Los Angeles, and 15 per cent in Long Beach. California cities of 100,000 people and over reported average gains of 10 per cent during the first seven months. Cities between 50,000 and 100,000 reported an average of 12 per cent, as did the next group between 25,000 and 50,000.

Sales at wholesale on the Pacific Coast for the first seven months were up 3 per cent compared to 2 per cent in the nation, according to the Bureau of the Census. The automotive group led all other groups with a 20 per cent increase. Other groups showing increases were: clothing and furnishings, electrical goods, groceries, confectionery, leather and shoe findings, and lumber products. Among the groups reporting decreases were: shoes and footwear, dry goods, furniture and house furnishings, meat and meat products, general hardware, plumbing and heating supplies, jewelry, and tobacco and its products.

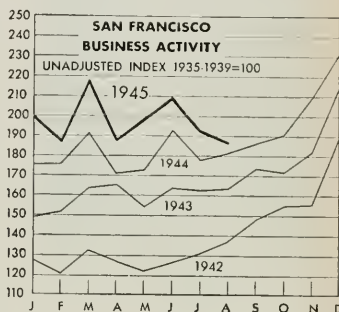
• TRAFFIC

August freight car movements in the San Francisco-Oakland switching limits totaled 67,178 compared to 70,964 in July and 74,069 in August of last year. The eight months cumulative of 565,811 was up 23,737, or 4.4 per cent above the same period last year.

Bay Bridge total vehicle traffic in August amounted to 2,070,581 crossings, compared to 1,582,825 in August of last year. The eight months cumulative amounted to 13,724,865. Total train and bus passengers carried on the bridge during August amounted to 3,117,350, compared to 2,808,672 in August last year. The eight months cumulative amounted to 23,775,388 passengers. The peak day occurred on August 26 when 76,637 vehicle crossings were reported, and the lowest day was reported as August 7 with 58,926.

• FINANCIAL TRANSACTIONS

Bay Area August bank debits totaled \$2,170,961,000, or 4.2 per cent above August last year. The eight months cumulative of \$17,926,777,000 was \$1,229,937,000 above last year, or 7.4 per cent.



• LIVING COSTS

Living costs in San Francisco during August were 2.4 per cent above August last year and 32.5 per cent above the 1935-1939 base period.

The eight months average at 132.2 per cent was up 3 per cent, compared to the same period last year. Food costs for the cumulative period were up 3.2 per cent, clothing 5.2 per cent, house furnishings 3.9 per cent and miscellaneous 3.5 per cent, with rents, fuel, electricity and ice up 0.1 per cent.

• MARRIAGE LICENSES

During the first seven months of 1945, 13,424 marriage licenses were issued in San Francisco and Oakland. This was an increase of nearly two thousand licenses over the same period last year, and the increase led some 91 areas of the nation and accounted for nearly one-third of the entire net increase in these areas.

• BUSINESS ACTIVITIES

General business activity in San Francisco measured by our August index at 187.0 was 2.9 per cent above last August. The eight months cumulative average of 197.1 was up 9.5 per cent over the same period last year.

Real estate sales reached a new August high of \$16,157,593 and carried the total for the eight months to \$114,611,141 or 35.1 per cent above last year. Bank clearings for the eight months were up 6.4 per cent, postal receipts 53.8 per cent, stock exchange transactions 30.1 per cent in number and 64.6 per cent in market value, electrical energy sales 12 per cent and commercial and industrial gas sales 18.5 per cent. Tourist and settler inquiries to the Chamber rose 101.2 per cent for the eight months' period.

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National CofC General Manager to Speak at Luncheon on Oct. 15

Ralph Bradford, general manager, Chamber of Commerce of the United States, will be guest speaker at a luncheon to be held at the Gold Ballroom, Palace Hotel, 12 noon, October 15.



RALPH BRADFORD
General Manager, Chamber of
Commerce of the United States

The luncheon is sponsored jointly by the San Francisco Chamber of Commerce and the Central and Northern California Chamber of Commerce Executives.

Bradford has chosen "The Human Side of Progress" as the keynote of his address.

Affiliated with Chamber of Commerce activities throughout his career, Bradford became general manager of the U. S. Chamber with the advent of Eric Johnston as President in 1942.

In 1928 Bradford was selected by Corpus Christi, Texas, citizens to head their newly-formed Chamber of Commerce. A few years later the U. S. Chamber gave him national recognition with his appointment as assistant manager of its Commercial Organization Department, the division which services the 1,500 chambers of commerce which are its members. He later took over the management of this department, serving in that capacity until appointment to his present position in 1942.

Western War Finance Leaders to Confer on October 5

War Finance leaders from nine Western states will attend a Victory Loan Conference at the Hotel Multnomah, Portland, Oregon, on October 5.

Northern California's delegation will be headed by W. W. Crocker, State Chairman, and Merriel E. Cooley, Executive Vice Chairman. D. P. Street, Managing Director of the Retail Merchants Association, will be a member of the delegation.

National directors attending the Conference, which is sponsored by the War Finance Division of the Treasury Department, include Ted R. Gamble, National Director of the Division, and R. W. Coyne, Field Director, as well as directors of each phase of the War Finance program.

Navy Day Executive Committee Appointed

Membership of the Navy Day Program Executive Committee was announced today by Chairman Ernest Ingold.

Committee members appointed are:

Honorable Chester MacPhee; Commander Howard B. McKinley, 12th Naval District; E. J. McClanahan and Donald L. Ross, Navy League and San Francisco Chamber of Commerce Naval Affairs Committee; Lt. A. J. Macdonald and Lt. (jg) E. J. Sullivan, Special Events Section, Public Information Office, 12th Naval District; and Frank Janov, Marine Exchange.

Representing the Junior Chamber of Commerce are: Belford Brown and Don Fazackerley; Gunther Detert and Hugh W. Davy, Naval Affairs Committee of the Junior Chamber; and Harold V. Dobbs of the Junior Chamber's Marine Committee.

Representing the San Francisco Chamber of Commerce are: Harold B. Mills, secretary, Naval Affairs Committee; Will Williams, publicity manager; and David P. Street, managing director, Retail Merchants Association.

Certain Amendments to Bulwinkle Bill Favored

Certain amendments to the Bulwinkle Bill, H. R. 2536, which would relieve all carriers subject to the jurisdiction of the Interstate Commerce Commission from certain anti-trust laws, are sought by the San Francisco Chamber of Commerce.

According to the bill, these carriers could operate through conferences, rate associations and other bodies in rate and service matters, subject to approval of the agreements by the Commission under such terms and conditions as the Commission may prescribe.

Amendments desired by the Chamber are similar to those suggested by the National Industrial Traffic League. They are designed to prohibit agreements between carriers of different classes, except to provide for joint rates and through routes. In addition, they would define more clearly the right of independent action by individual carriers. Shippers would also be afforded the right of appeal to the Commission when, for any reason, the operation of a previously approved agreement adversely affects them.

Noon Named Committee Head, Veterans Foreign Wars

A. Harold Noon, former newspaper editor and publisher, now engaged in public relations activities, has been named State Chairman of the Civic Affairs Committee of the Veterans of Foreign Wars of the United States.

Noon, an ensign in the Navy during World War I, has also been named Editorial Advisor of "California Veterans," official V. F. W. newspaper.

Standard of California Plans \$20,000,000 Building Program

Plans for a construction program, suspended by war, totaling more than \$20,000,000, have been announced by H. D. Collier, president of Standard Oil Company of California.

The largest part of these delayed expenditures will be at the Richmond and El Segundo (California) refineries, where approximately \$15,000,000 will be spent. Included in this latter amount is nearly \$2,000,000 for expansion of the Richmond laboratories and plants of California Research Corporation, Standard subsidiary.

The program will include additions and improvements to refinery, storage, distributing, producing and office facilities of Standard and its domestic subsidiaries.

It also covers warehousing and shipping installations, new laboratories, and modernization of marketing and service station facilities throughout the West.

Priority Release of Parking Facilities Urged by C of C

Release of downtown garages and parking lots should be given priority over release of other San Francisco properties occupied by government agencies during the war, it was advocated today by the San Francisco Chamber of Commerce.

This recommendation was made in a letter sent to officials of the War Department and 12th Naval District by G. L. Fox, manager, Industrial Department, San Francisco Chamber.

"The present inadequacy of downtown parking space is hampering the conduct of important business, involving not only those who have offices here, but also many visitors from outside the community," Fox stated.

"Therefore, our Sites and Buildings Section recommends that the release of these properties be given top priority."

Coombs Appointed to Aviation Committee

Appointment of N. S. Coombs, Secretary and Manager of the Napa Chamber of Commerce, to serve on the Bay Area Aviation Committee, was announced here today by Edward V. Mills, Chairman.

Coombs, who will represent the Napa Chamber of Commerce on the Committee, succeeds J. H. Behrens.

He will serve as a member of the North Bay Sub-committee. A meeting of the Sub-committee will be held soon to elect a Chairman to succeed Behrens, who has been serving in that capacity.

Survey of Business Conditions in San Francisco

BRANCH OF ACTIVITY	AUGUST 1945	AUGUST 1944	PER CENT CHANGE	8 MONTHS 1945	8 MONTHS 1944	PER CENT CHANGE
GENERAL BUSINESS ACTIVITY						
S. F. C. of C. Index 1935-39 Avg. = 100.....	187.0	181.7	2.9	197.1	180.0	9.5
CONSTRUCTION PERMITS						
Total.....(number)	432	456	-5.3	3,370	2,867	17.5
.....(value)	1,282,793	1,410,660	-9.1	9,432,252	9,498,531	-0.7
Residential, New.....(number)	90	257	-65.0	986	1,078	-8.5
.....(value)	\$28,500	\$35,800	-43.5	\$5,256,650	\$6,467,025	-18.7
Single-family Dwellings, New.....(number)	66	257	-74.3	651	1,008	-35.4
.....(value)	\$26,700	\$35,800	-65.1	\$2,754,250	\$3,411,200	-19.3
Non-Residential, New.....(number)	6	13	-53.8	74	68	8.8
.....(value)	\$113,800	\$122,025	-6.8	\$1,476,840	\$461,905	219.7
Additions, Alterations and Repairs.....(number)	232	139	66.9	1,619	1,212	33.6
.....(value)	\$605,224	\$39,280	78.4	\$2,304,949	\$2,475,276	-6.9
Installations.....(number)	104	47	121.3	691	509	35.8
.....(value)	\$35,269	\$13,555	160.2	\$198,973	\$94,325	110.9
REAL ESTATE						
Sales.....(number)	1,430	1,214	17.8	10,491	8,847	18.6
.....(value)	\$16,157,593	\$12,056,151	34.0	\$114,611,141	\$84,836,612	35.1
Mortgages and Deeds of Trust.....(number)	1,228	1,071	14.7	.....	8,395	.....
.....(amount)	\$8,501,792	\$8,113,548	4.8	.....	\$62,712,939	.....
Releases.....(number)	1,181	.....	.....	.....	9,444	.....
.....(amount)	.....	\$7,442,055	.....	.....	\$63,760,947	.....
RETAIL DEPT. STORE SALES						
San Francisco.....(index)	185	177	4.5	190	163	16.6
FINANCE						
Bank Debits.....(\$000)	1,633,802	1,600,520	2.1	13,790,422	12,838,645	7.4
Bank Clearings.....(\$000)	1,266,524	1,221,190	3.7	10,172,441	9,559,913	6.4
Postal Receipts.....(\$)	4,746,708	2,428,755	95.4	34,270,383	22,281,180	53.8
San Francisco Stock Exchange.....(no. shares traded)	508,876	464,479	9.6	5,329,356	4,095,787	30.1
.....(market value)	\$10,903,666	\$8,624,099	26.4	\$108,742,456	\$66,067,194	64.6
COMMERCIAL FAILURES						
Liabilities.....(\$)	0	0	.....	90,047	71,805	25.4
Assets.....(\$)	0	0	.....	11,285	7,704	46.5
EMPLOYMENT & PAYROLLS—Bay Area (\$ Co.'s) (a)						
Employment.....(index)	219.1	308.5	-29.0	242.1	307.2	-21.2
Payrolls.....(index)	406.2	563.9	-28.0	466.8	581.2	-19.7
NON-MFG. INDUSTRIES (5 Co.'s.) (a)						
Laundering, Cleaning, Dyeing.....(payroll)	160.4	158.7	1.1	166.4	153.2	8.6
Wholesale Trade.....(payroll)	149.4	144.9	3.1	151.9	142.2	6.8
Retail Trade.....(payroll)	138.0	132.3	4.3	138.6	129.2	7.3
Hotels.....(payroll)	203.9	188.8	7.9	200.9	183.6	9.4
PLACEMENTS IN SAN FRANCISCO—U. S. E. S.						
Industrial Placements.....(number)	7,922	15,088	-47.5	86,101	94,501	-8.9
Commercial Placements.....(number)	6,869	13,884	-50.5	76,537	85,274	-10.2
.....(number)	1,053	1,204	-12.5	9,564	9,227	3.7
TRANSPORTATION						
Freight Car Movements.....(number)	29,201	31,738	-8.0	247,112	246,272	0.3
San Francisco Airport Traffic.....(no. planes)	(d)	1,837	.....	(d)	12,361	.....
.....(no. passengers)	(d)	24,444	.....	(d)	153,520	.....
Express Shipments—Rail.....(number)	349,882	328,915	6.4	2,691,213	2,325,732	15.7
Air.....(number)	11,210	8,590	30.5	82,415	62,088	32.7
Air Mail Loaded.....(pounds)	.....	980,767	.....	(d)	5,772,721	.....
UTILITIES AND NEW DEVELOPMENTS						
Electric Energy Sales Index.....(k.w.hrs.)	173	156	10.9	186	166	12.0
Industrial and Commercial Gas Sales.....(cu.ft.)	1,065,382,100	1,020,371,000	4.4	8,797,281,900	7,423,450,000	18.5
Water Consumers.....(net gain)	127	186	-31.7	1,570	1,495	5.0
Tourist and Settler Inquiries.....(number)	140	56	150.0	970	482	101.2
DAIRY RECEIPTS, FRUITS AND VEGETABLES						
Butter.....(pounds)	2,933,364	6,056,144	-51.6	37,910,318	35,074,345	8.1
Cheese.....(pounds)	1,300,007	1,699,915	-23.5	11,157,325	10,026,219	11.3
Eggs.....(cases)	98,213	168,987	-41.9	1,083,998	1,316,140	-24.6
Poultry, Dressed.....(pounds)	674,657	2,397,051	-71.9	12,043,269	18,498,273	-34.9
Fruits and Vegetables.....(carlots)	.....	2,401	.....	.....	15,692	.....
LIVESTOCK SLAUGHTER (b)						
Cattle.....(total number)	204,168	233,183	-12.4	1,607,007	1,702,686	-5.6
Calves.....(number)	43,323	40,711	6.4	338,260	271,494	24.6
.....(number)	17,521	19,485	-10.1	96,469	100,132	-3.7
Sheep and Lambs.....(number)	118,064	122,153	-3.3	930,833	796,155	16.9
Hogs.....(number)	25,260	50,834	-50.3	241,445	533,905	-54.8
S. F. LIVING COSTS 1935-39 Avg. = 100						
Food.....(index)	147.1	142.4	3.3	147.2	142.6	3.2
Clothing.....(index)	143.0	137.6	3.9	142.4	135.3	5.2
Rent.....(index)	106.3	106.3	0.0	106.3	106.2	0.1
Fuel, Electricity and Ice (C).....(index)	92.9	92.6	0.3	92.7	92.6	0.1
House Furnishing Goods.....(index)	132.2	137.8	-4.1	132.0	127.1	3.9
Miscellaneous.....(index)	133.1	129.6	2.7	132.3	127.8	3.5
All Items.....(index)	132.5	129.4	2.4	132.2	128.4	3.0

(a) These data are based on reports submitted to the Division of Labor Statistics and Law Enforcement, State of California.

(b) Federal Inspection—San Francisco District.

(c) Gas costs have declined since 1925 and electricity costs since 1921.

(d) Not available in time for Survey.

Acknowledgment is hereby made to Thomas Magee & Sons, Dun & Bradstreet, Inc., local utilities, private organizations, Federal Reserve Bank of San Francisco, California State Departments of Industrial Relations, Agriculture, and Employment, and the United States Departments of Labor, Agriculture, and Commerce, and the United States Bureau of the Census, for the basic data each contributed toward this survey compiled by the Research Department, San Francisco Chamber of Commerce.

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, Ext. 72, and refer to the Trade Tip's number.

SPECIAL NOTICE—The World Trade Department continues to receive numerous letters from countries all over the world wishing to resume or expand commercial relations with the United States. In a special section of this department are letters from the liberated areas of Europe and North Africa, the Middle Eastern nations, Latin America, and others. These letters from Cyprus, Belgium, Bulgaria, Egypt, France, Greece, India, Iran, Iraq, Italy, Lebanon, Tunisia, Palestine, Roumania, etc., all indicate the writers' desire to establish trade relations with the United States. Space does not permit us to list all the products offered or asked for, but a file of these letters is kept available at the World Trade Department, and all interested parties are invited to come in and consult them.

4214 REPRESENTATION IN THE PHILIPPINES—Campos Rueda & Sons, Inc., 200 Manga Avenue, Sta. Mesa, Manila, P. I., would like to represent American manufacturers and exporters. Would like to receive from interested firms all particulars and catalogues.

4215 AUTOMOTIVE LINE—Rodolfo Brenes, expert in automotive trade, seeks connections with San Francisco firms handling cars, motors and general automotive lines, interested in export to Costa Rica. Write care of R. Monge & Cia., Calle 7, Avenida 1, No. 702, San Jose, Costa Rica.

4216 SOUTH AMERICAN TRADE—Coordinacion Mexicana-Peruana, S. A., Cailloma 434, Apartado 365, Lima, Peru, wishes to appoint an agent here to distribute the products and articles of Peru, Ecuador, Argentina, Uruguay and Brazil, on a commission basis or on own account. For Peru they wish to find a distributor for canned tuna fish, sardines and salmon. Also seek representations for all kinds of articles to be distributed in Peru.

4217 LUNG COALS FROM CHINA—E. Penn Co., Room 301, Yunnan Mining Bank Building, Kunning, China, is anxious to obtain machinery for the pressing and refining of tung oil. Would also like connections with exporters of machinery, chemicals, provisions, sundry and piece goods, and with importers of tung oil, bristles, gallnut, tea, silk, embroiderys, wolfram, lacquer and China wares.

4218 COCOA BEANS FOR MANILA—Campos Rueda Hermanos, Inc., Azcarra 2205, Manila, P. I., are interested in the importation of cocoa beans for the manufacture of chocolate. The company has a best factory in the Philippines for manufacturing chocolate and the plant has escaped destruction during the war. Request that exportations be made through bonded warehouses.

4219 SPORTS GOODS FROM INDIA—M. Nawab Din & Company, Sialkot City, India, are manufacturers of tennis, squash, badminton, hockey sticks and gut strings. Wish to extend export market to this area. Price lists at World Trade Department.

4220 TOYS FOR AUSTRALIA—B. P. Jennings, No. 2 Cresina, Glenwood Avenue, Coogee, N. S. W., Australia, would like to receive catalogues from dealers in toys, so as to plan for imports into Australia.

4221 FOOD FOR HOLLAND—Hogeweg, van Agentuur & Commissie-Handel, Zeeburgerdijk 45, Amsterdam, Holland, would like to get in touch with manufacturers of all kinds of foodstuffs so as to represent them in Holland.

4222 REPRESENTATION IN FRANCE—J. Guirard, 119 bis, Rue de Colombes, Asnières (Seine), France, seeks to represent manufacturers of leather products, industrial equipment and driving belts, electrical machinery and supplies, agricultural machinery, all foods.

4223 REPRESENTATION IN BELGIUM—C. Van Loo, 41 (Luisvest, Wilrijk, Belgium, is prepared to act as Belgium agent or representative for manufacturers and commercial houses here. References and wide experience.

4224 SOUVENIRS FROM FIJI—Sarda Souvenirs Store, P. O. Box No. 19, Suva, Fiji, are makers of handmade jewelry, tortoiseshells, silver filigree articles, etc. Seek outlets here. Price lists at World Trade Department.

4225 DISTRIBUTION IN COLOMBIA—Distribuidora del Pacifico, Carrera 5a, No. 18-45, Bogota, Colombia, are anxious to correspond with manufacturers and exporters of pharmaceuticals and drugstore products, chemicals, food products, disinfectants, dye stuffs, cosmetics, paint, oils.

4226 PENS AND PENCILS FOR COLOMBIA—Climaco Romero, Calle 9, No. 314-38, Cali, Colombia, would like to hear from manufacturers of pens and automatic pencils willing to ship to Colombia. Desire catalogues and price lists.

4227 TOQUILLA HATS—Carlos Lecaro Viggiani, Apartado 1359, Cuenca, Ecuador, wishes to export Toquilla hats (Panama hats).

4228 EXPORTS TO ITALY—Mediterranea Commerciale, ex Via XXIII Marzo, N. 20, Rome, Italy, large, established Italian import-export house, wishes to import building materials, timber, chemical products, plastics, pigments, varnish, enamels, inks, rubber items, paper, electrical articles, cars, scientific instruments, textiles, shoes, razors, locks, toys, canned goods, etc. Also organized for the finishing of foreign materials by Italian or Continental manufacturers for account of foreign firms.

4229 EXPORTS TO PHILIPPINES—William Michael, c/o Post Office, City of Cebu, Philippine Islands, would like to make connections with manufacturers of bicycles and paper firms.

4230 REPRESENTATION IN CUBA—Importadora Comercial de Cuba, S. A., would like to represent American firms and exporters handling paints and accessories, electrical materials, industrial machinery, hardware goods, disinfectants, fertilizers, agricultural machinery, domestic appliances such as refrigerators, radios, stoves, fans, irons, toasters, etc.

4231 FRENCH TRADE—Etablissements Cadusel, 16 Rue de la Pierre Levee, Paris (XIe), France, would like to correspond with San Francisco exporters and importers.

4232 EXPORTS TO PHILIPPINES—Panfilo Lastimoso, c/o Post Office Inspector, Cebu, Philippines, would like to hear from exporters of general hardware, cloth and textiles, accessories, bicycle tires, wheat flour, groceries. Also like to hear from importers of copra, lump, sugar, pearl shells for buttons, guitars, ukuleles and hats.

4233 REPRESENTATION IN FRANCE—J. Mercier Fils, 12 Rue Theodore-Gardere, Bordeaux, France, would like the representation of a manufacturer of foodstuffs.

4234 TRADE WITH CZECHOSLOVAKIA—H. Wagner, Nepe Mucka Tr. 114, Pilsen, Czechoslovakia, would like the agency for producers of preserved meats, fishes, fruits, cheese. Also in position to export Czech goods.

4235 REPRESENTATION IN ARGENTINA—David Sameh, Bogota 3924, Buenos Aires, Argentina, seeks to represent American manufacturers of all kinds of goods, chemicals for the textile, paper, leather and paints industries.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 36

D-6186—MR. J. PAUL KUNKLE, c/o Henry Shop, 1028 Morningside Drive, Manhattan Beach, California, interested to make connections with West Coast manufacturers who are interested in having their lines represented on the East Coast.

D-6187—CARLOCK PRODUCTS, 2600 Indian Rifle Road, Dayton, Ohio, is looking for a sales organization or distributor for a group of small household items that would retail through chain, variety and department stores.

D-6188—SAFETY-SEAL COMPANY, 1363 So. Figueroa Street, Los Angeles 15, California, looking for an organization or sales manager to cover Northern California for the distribution of their nationally recognized product.

D-6189—GENERAL DISTRIBUTING COMPANY, 1407 Aliph Washington, Seattle 1, Washington, looking for specialty products to distribute or represent on the Pacific Coast or Pacific Northwestern States.

D-6190—MR. WALLACE W. CRANEY, 5783 Palm Avenue, Riverside, California, interested to act as an agent for electrical appliances in Pacific Coast States.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACTS OF CONGRESS OF AUGUST 24, 1912, AND MARCH 3, 1933, OF BAY REGION BUSINESS, published weekly at San Francisco, California, for September 20, 1945.

State of California.

County of San Francisco—ss.

Before me, a Notary Public in and for the State and county aforesaid, personally appeared Will Williams, who, having been duly sworn according to law, deposes and says that he is the Editor of the Bay Region Business and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, as amended by the Act of March 3, 1933, embodied in section 537, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are: Publisher, San Francisco Chamber of Commerce, 333 Pine St., San Francisco 4, California; Editor, Will Williams, San Francisco Chamber of Commerce, 333 Pine St., San Francisco 4, California.

2. That the owner is: (If owned by a corporation, its name and address must be stated and also immediately thereunder the names and addresses of stockholders owning or holding one per cent or more of total amount of stock. If not owned by a corporation, the names and addresses of the individual owners must be given. If owned by a firm, company, or other unincorporated concern, its name and address, as well as those of each individual member, must be given.) San Francisco Chamber of Commerce, 333 Pine St., San Francisco 4, California; Henry F. Grady, President; Brayton Wilbur, First Vice President; Prentiss A. Rowe, Treasurer.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the twelve months preceding the date shown above is: (This information is required from daily publications only.)

(Signed) WILL WILLIAMS,

Editor.

Sworn to and subscribed before me this 18th day of September, 1945.

(Seal) (Signed) FLORENCE HANEY.

(My commission expires May 23, 1949.)

Published weekly at 333 Pine St., San Francisco, Zone 4, County of San Francisco, California, Will Williams, Editor. Telephone EXbrook 4511. Subscription, Fifty Cents a Year (Included in Annual Dues). Entered as Second Class matter April 26, 1944, at the Post Office at San Francisco, California, under the act of March 3, 1879.



Bay Region Business

PUBLISHED BY THE
SAN FRANCISCO CHAMBER OF COMMERCE

Volume 2

Thursday, October 11, 1945

Number 41

WASHINGTON NOTES

*From Washington Office,
San Francisco Chamber of Commerce*

● SHIPPING

Fifty-five Victory type ships are being allocated by the War Shipping Administration among twelve of its agents for intercoastal steamship operations, under the temporary authority recently granted by the Interstate Commerce Commission. An adoption notice was filed with the ICC on October 3, under which the U. S. A. becomes party to the existing intercoastal tariffs, and it is expected that the new cargo service between Atlantic, Gulf and Pacific Coast ports will start about November 1.

While the temporary authority granted the WSA by the ICC extends to coastwise and intercoastal ship operations, only intercoastal common carrier service is now scheduled to start. Shippers desiring to utilize the new intercoastal service should contact their usual carriers.

● MINERALS IN CONTINENTAL SHELF

According to the Department of the Interior, specially equipped planes and even submarines may be used to explore for oil and other minerals in the continental shelf off the coasts of the United States and its territories.

Pending action by Congress, the President recently turned the administration of the resources of the vast areas over to the Secretary of the Interior.

● NATION'S DEBT

Based on an estimated population of 139,700,000, the average net per capita debt, public and private combined, is \$2,748. The average net per capita Federal debt alone is \$1,652. The nation's debt, public and private, now stands at \$384,000,000,000 net, twice as large as in 1929 and three times that at the end of World War I. The net interest charge on the combined Federal Government and Federal agency debt now amounts to \$4,464,000,000.

This information has been made public by the Bureau of Foreign and Domestic Commerce.

Admiral Halsey to be Honored at Civic Banquet on October 16

Admiral William F. Halsey, commander of the Third U. S. Fleet, together with his staff officers, will be honored guests at a public "welcome home to the fleet" banquet on Tuesday, October 16.

U. S. Exporters Resume Commercial Shipments To Chinese Ports

"Go ahead" signals have been given to American exporters for resumption of commercial shipments to China as the result of authority issued by the War Shipping Administration to berth vessels for Chinese ports.

This information was received in a wire from Vice Admiral Emory S. Land, Administrator of the War Shipping Administration, in answer to a request by the Chamber's World Trade Department to make space available to American exporters desiring to resume normal trade relations.

● Assistant Deputy Administrator John E. Cushing of the War Shipping Administration in San Francisco has requested the American President Line, Isthmian Line and American Mail Line to ascertain the amount of cargo offerings.

These firms have been asked to canvass the market for cargo to China and obtain information on the amount of potential cargo that has actually been offered by private trade. They may then make recommendations as to how many ships the War Shipping Administration should put on berth and when they should be berthed.

Ingold, Wiser Named to State Compensation Insurance Fund Board

Two prominent Bay Area men identified with San Francisco Chamber of Commerce activities have been appointed by Governor Warren as two of four directors of the State Compensation Insurance Fund.

They are Ernest Ingold, past president of the Chamber, and Ray B. Wiser, president of the California Farm Bureau Federation, who is a member of the Chamber's Agricultural Committee.

The function, which is sponsored by the City of San Francisco, will be held at 7:00 p.m. in the Palm Court of the Palace Hotel.

● Government officials who will attend the banquet include Governor Earl Warren and Mayor Roger D. Lapham. High ranking officers of the Navy, Marines and Army from the Bay Area will also be present.

An early sell-out of tickets is anticipated. Reservations may be made through the San Francisco Chamber of Commerce, by calling in person for tickets—"first come, first served." Price per plate is \$10.00.

War Contract Write-Off Cut

War contractors who used their own funds to finance war plants may now write off the cost for tax purposes in less than five years without having to file individual applications with the War Production Board, under terms of a presidential proclamation, effective September 30, according to word received today by the S. F. Chamber's Washington office.

The proclamation's intent is to allow all holders of Necessity Certificates to deduct that portion of the cost of the facilities certified against their wartime income without requiring them to apply individually for Non-necessity Certificates.

IN THIS ISSUE:

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Railroads Veto Proposed Industry Terminal Tariff

Railroads serving the Pacific Coast have announced that they will not proceed with the publication of the proposed industry terminal tariff which would have defined the amount of switching service to be rendered at industries under line-haul rates.

● Various provisions of the proposed tariff were discussed at a recent meeting of shippers and railroad traffic officials, sponsored by the Transportation Department of the San Francisco Chamber of Commerce.

Many large shippers took the position that there was no necessity for the tariff in this territory, inasmuch as industry track layouts are, in general, not unduly large or complicated. According to their testimony, switching could be performed without undue difficulties and without any excessive expense to the railroads.

Junior Chamber Holds World Trade Sessions

A three-session symposium on the East Indies will be presented by the World Trade Committee of the San Francisco Junior Chamber of Commerce, beginning October 15.

● Speaker at the first session is G. G. Sanders, Director Western Division, Netherlands Information Bureau.

The second session will be conducted by Dr. Jan O. M. Broek, Professor of Geography, University of California.

Dr. Vernon E. Hendershot, Director of Indonesian Section, International Information Service, will speak at the third session on November 13.

● All three sessions will be held at twelve noon in the Commercial Club. Luncheon tickets are now on sale at \$1.25 each in the Junior Chamber office, 333 Pine Street, EXbrook 4517.

Bradford to Address C of C Executives on October 15

"The Human Side of Progress" will be the subject of a speech by Ralph Bradford, general manager, Chamber of Commerce of the United States, at a luncheon in the Gold Ball Room of the Palace Hotel, Monday, October 15.

The luncheon is sponsored by the San Francisco Chamber of Commerce and the Central and Northern California Chamber of Commerce Executives.

Formerly manager of the U. S. Chamber's Commercial Organization Department, Bradford was appointed general manager when Eric Johnston became president in 1942.

Note: This luncheon will be held two weeks in advance of the Navy Day luncheon announced on the opposite page and is entirely independent of that function.

C of C Board Endorses Liberalization of Tariff Act, 1930

Changes in certain administrative provisions of the Tariff Act, 1930, to eliminate unnecessary trade barriers now existing have been endorsed by the Board of Directors of the San Francisco Chamber of Commerce on recommendation of its Customs and Foreign Trade Committees.

● Proposals endorsed by the Chamber had been filed with the United States Tariff Commission by the National Council of American Importers, Inc., and referred to the Chamber's Custom Committee and sub-committee of the Foreign Trade Committee for consideration.

The Tariff Commission has also been urged to give consideration to any other amendments which would: 1) make customs administration more flexible and expeditious in order to facilitate clearance of merchandise; 2) remedy statutes which are unduly complicated and burdensome, and 3) mitigate the severities of present punitive statutes.

Surplus Property Disposal Meeting Slated for Oct. 16

All interested persons are urged to attend a conference explaining the procedures in disposal of government surpluses, which will be held at 2:00 p.m., Tuesday, October 16, at the Lecture Hall, 540 Powell Street.

The meeting is sponsored by the San Francisco Chamber of Commerce, Purchasing Agents Association of Northern California, and California State Chamber of Commerce.

● Purpose of the meeting will be to discuss the means of making available to dealers and consumers the billions of dollars worth of government property which is in the process of being distributed to civilian needs. Representatives of disposal agencies will be present to answer questions.

Jobs for Handicapped Considered at Regional Conference of Services

Employment for the handicapped was the subject of discussion at a conference held on October 10 in the Colonial Room of the St. Francis Hotel.

The conference was called by the Northern California Union Health Committee, in cooperation with the regional Office of Vocational Rehabilitation, the California Council of Agencies for the Handicapped, and veterans and civic organizations.

● Problems under consideration included the preparation of the handicapped for jobs and the responsibilities of the community, government, industry and labor in helping to prepare jobs for them.

"National Aeronautics" Has Story on Area N.A.A. Group

Organization of the San Francisco Bay Area Chapter of the National Aeronautic Association is the subject of a story carried in the September issue of *National Aeronautics*.

The chapter was organized with nearly 100 charter members, and is growing daily.

Mayor Urged to Adopt Regulatory Traffic Program for City

Adoption of an over-all regulatory traffic plan to make most effective use of the existing street circulatory system in the city's business area has been urged by the Street and Highway Committee of the San Francisco Chamber of Commerce in a letter to Mayor Lapham.

● Advantages

According to the committee, much that may be accomplished now in a regulatory manner at small cost and large benefit may be either impossible or very expensive if not adopted prior to the undertaking of any separate improvements affecting the congested area.

To set up a unified program, the Committee suggested the following methods:

1. Establishment of a complete grid of one-way streets.
2. Installation of modern traffic signals and progressive timing.
3. Prohibition of parking on through highways.
4. Strict enforcement of all traffic regulations.
5. Consideration of means for stimulating respect for traffic laws through graduated penalties.

"Construction of modern streets, costly thoroughfares and off-street terminal facilities are only a part of the job," declared Edward L. Turkington, chairman of the committee. "If these facilities are to provide maximum benefit, they must also be carefully managed through the establishment of proper regulatory measures."

Many Job Openings Listed in Bay Area

There are more than 28,000 jobs open and filed with the U.S.E.S. in the Bay Area, 12,771 of which exist in San Francisco itself, according to a survey made by the Research Department of the San Francisco Chamber of Commerce.

In the industry group, manufacturing firms list the largest number of openings, with a total of 9,664 in the Bay Area, of which 3,115 are located in San Francisco.

Transportation presents the second largest number of job offerings in the industry group, with a total of 4,739 openings in the Bay Area, 2,786 of which exist in San Francisco.

Ranking third in this group are service positions (other than private household). This classification lists 3,881 jobs in the Bay Area, of which 2,133 are San Francisco openings.

Other classifications in this group which offer openings include: wholesale and retail, with 3,639 Bay Area jobs, included in which are 2,110 S. F. jobs; government, with 2,925 Bay Area openings, of which 1,362 are S. F. listings; construction, with 1,229 Bay Area jobs, included in which are 123 S. F. jobs; and finance, insurance and real estate, with 1,182 Bay Area jobs, of which 984 are located in S. F.

In the major occupation group, clerical and sales jobs rank highest, with 8,977 Bay Area jobs, of which 6,448 are S. F. openings. Unskilled job opportunities are also high, offering a total of 8,475, 2,936 of which are S. F. jobs. Opportunities in skilled jobs number 4,063, with 1,072 city openings included in this total. Service openings total 3,209, of which 1,071 are city jobs. Bay Area openings in the semi-skilled classification total 2,427, of which 693 are S. F. jobs. Professional and managerial openings rank last with 991 Bay Area available positions, included in which are 551 San Francisco listings.

Navy Week Special!

AN ADDRESS BY

ARTEMUS L. GATES

Undersecretary of the Navy

Friday, October 26, 1945

in the San Francisco Commercial Club

Noon Luncheon

Sponsored by

SAN FRANCISCO CHAMBER OF COMMERCE
S. F. JUNIOR CHAMBER OF COMMERCE
NAVY LEAGUE OF THE U. S.
MARINE EXCHANGE
PROPELLER CLUB, Port of S. F.
SAN FRANCISCO COMMERCIAL CLUB

**Tables are not reserved, but tickets must be purchased in advance. Members will be taken care of to the limit of capacity, but it will be to your advantage to make reservations early before ticket sales are opened to the general public.*

SAN FRANCISCO CHAMBER OF COMMERCE

33 Pine Street, San Francisco 4, California

Please reserve.....place(s) for me at \$1.50 each at
luncheon honoring Artemus L. Gates, Friday, October 26, 1945,
in the San Francisco Commercial Club, at 12 noon.
(Kindly enclose self-addressed envelope for forwarding tickets.)

Name

Firm

Address

CHECK
ENCLOSED

*At Luncheon in

The San Francisco
Commercial Club

Friday Noon

October 26, 1945

Price \$1.50 per plate
{ \$1.46 plus 4c tax }

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VISITOR TO SAN FRANCISCO—Mr. Kuperwaj of the firm Gelbster y Kuperwaj, Rivadavia 1135, Buenos Aires, Argentina, manufacturers of leather goods and costume jewelry, is in San Francisco and wishes to establish connections with an exclusive representative who can handle his goods for the West Coast. He is also very interested in acting as a manufacturers' representative in Buenos Aires for San Francisco Bay Area manufacturers. Arrangements for interviews may be made care of the World Trade Department.

4236 REPRESENTATION IN GUATEMALA—Fernando Romero Garrido, Apartado Numero 490, Guatemala City, Guatemala, seeks to represent producers of canned goods and foodstuffs such as asparagus, sauces, meat, fruits, fish. Also would like connections with fresh fruit exporters.

4237 REPRESENTATION IN CZECHOSLOVAKIA—Jindrich Jezek, Praha XII, Kolinska Ul. 11, Prague, Czechoslovakia, would like to represent American export houses dealing in fish and vegetable products, dried and canned fruit, fish and meat, cocoa beans, butter, tea, coffee, mineral oils and greases, ether oils, alcohol drinks, etc.

4238 DISTRIBUTION IN PUERTO RICO AND VIRGIN ISLANDS—A. Torres & Co., P. O. Box 1336, San Juan, Puerto Rico, would like to act as representative distributors in Puerto Rico and Virgin Islands for American manufacturers and exporters.

4239 EXPORTS TO COLOMBIA—Alfonso Molina R., Apartado No. 545, Cali, Colombia, would like to make connections with exporters. Especially interested in exports of tobacco.

4240 EXPORTS TO MANILA—Armando Ma. dela Cruz, 338 Ariston Batista, Sta. Ana, Manila, P. I., is anxious to contact manufacturers of hair waving and beauty parlor supplies, rubber stamp manufacturing and supplies, woven label machines and woven labels.

4241 TRADE WITH INDIA—Mangharaj & Sons, 49 New Cloth Market, Bunder Road, Karachi, India, are anxious to make connections with American exporters and manufacturers. Would like to receive quotations on electrical catalogues, samples.

4242 EXPORTS TO IRAQ—Akram S. Shohet, Bank Street, Baghdad, Iraq, seek connections with manufacturers and exporters of the following: steel and iron, hardware, cutlery, nails, machinery, woven and knitted goods, shoes, textiles, hostery, underwear, outerwear, haberdashery, lace, chemicals, paints, paper, stationery, confectionery, electrical accessories and appliances, etc.

4243 GLASSWARE FOR AUSTRALIA—A. P. Teasdale, 90 Claremont Avenue, Malvern, Melbourne, Victoria, Australia, is interested in the importation of glassware such as polished plate glass, tableware, decorated glass, glass novelties.

4244 TEXTILES—J. BELGIUM—Mareel H. Baverlaan, 28 Rue Courte du Pont, Verviers, Belgium, would like to represent American firms for Verviers, for Belgium or the Continent in all textile lines.

4245 REPRESENTATION IN FRANCE—Eugene Sokoloff, 5 Square Jean Theland, Paris XXV, France, is anxious to make connections with exporters and manufacturers dealing in industrial equipment and supplies—engines, tools, machine tools, electrical apparatus, etc.

4246 COOKING UTENSILS FOR HAWAII—Lawrence M. Judd, 4909 Maunalani Circle, Honolulu 17, Hawaii, desires to obtain the exclusive distribution in the Territory of Hawaii for a manufacturer of aluminum cooking utensils.

4247 REPRESENTATION IN AUSTRALIA AND NEW ZEALAND—O. T. Peterson, 4120 Zion Avenue, San Jose, California, would like to represent an American firm in Australia and/or New Zealand. Recently returned from Australia, where he was employed in executive and administrative capacity. Has basic knowledge of country, people and markets. Twenty-five years' experience.

4248 TRADE WITH EUROPE—Office for Industrial Information, 4 Tour de l'Île, Geneva, Switzerland, offer services to businessmen and manufacturers who are desirous of resuming normal relations with Switzerland and surrounding countries for buying and selling purposes. Would like to get in touch with market analysts, importers of Swiss goods, exporters and manufacturers seeking outlets in Switzerland and surrounding countries.

4249 TRADE WITH CHINA—Kinhai Trading Company, Ltd., 137 Peking Road, Shanghai, China, would like to resume import-export trade conducted for 25 years prior to the war along the following lines: importing woolen and cotton piecegoods, hardware, electrical goods, hotel supplies and sundries; exporting Chinaware, brassware, laces, embroideries, silk goods, cotton and wool gloves, wool carpets, sisal hats, etc.

4250 REPRESENTATION IN FINLAND—Richard Dahm, Bondarjorden 34 a, Helsinki, Finland, would like to represent producers and manufacturers of lard, bacon, canned meat, sausages, canned goods, grain, flour, sugar, foodstuffs, chemicals and textiles.

4251 MEXICAN EXPORTS—"La Oficina," S. A., Luis Moya No. 19, Mexico, D. F., are offering LUDOFAH sanitary goods, rubber, men's and ladies' sandals, sponges, etc. Price lists at World Trade Department.

4252 EXPORTS TO PHILIPPINES—Go Tao & Co., 21 Gen. Sepulveda Street, Cebu, Philippines, wish to resume import business of flour, canned goods, fruits, general merchandise.

4253 REPRESENTATION IN CHINA—J. A. Victor, C/o Cable & Wireless Ltd., Connaught Road, Hong Kong, China, for many years prior to the war a manufacturers' representative, would like to get in touch with two or three reliable firms of general exporters who would be interested in the appointment of a Far Eastern representative to handle their sales. Particularly interested in getting in touch with firm of distributing booksellers for purpose of opening chain of bookstores in Hong Kong and Shanghai.

4254 SOUTH AFRICAN REPRESENTATION—Atlas Agencies, 421 West Street, Durban, Natal, South Africa, would like to represent producers of food items such as hors d'oeuvres, pate de foie gras, raspberries, salmon, other choice fish, fish pastes, meat pastes, canned peas, beans, cucumbers, olives (black and green), asparagus, sweet corn, grapefruit, raisins, prunes, soups, etc., as well as toiletries and cosmetics.

4255 FIJI SOUVENIRS—Fiji Island Souvenirs, Suva, Fiji, are manufacturers and exporters of silver filigree, tortoiseshell, islands souvenirs, jewelry, curios, shells and beads, etc. Seek connections here.

4256 EXPORTS TO MANILA—Equitable Trading Co., Inc., 210 Juan Luna Street, Manila, Philippines, wish to resume importation of foodstuffs, construction materials, tools, kitchenware, textiles, office supplies, paper products, chemicals, radios, etc. Complete list at World Trade Department. Duty authorized importers and merchandise brokers, registered in Philippine Office of the U. S. Treasury under Foreign Funds Control License No. 2912.

4257 REPRESENTATION IN PHILIPPINES—Mr. Sam Kahn, C/o A. Held, 217 Sycamore Avenue, Mill Valley, California, would like to act as a representative for American manufacturers seeking outlets in the Philippines. Lines desired: tableware, kitchenware, gasoline or kerosene stoves and lamps, electrical equipment, second hand sewing machines, silverware, watches, jewelry, typewriters. Full information at World Trade Department.

4258 FOOD FOR BELGIUM—Rene Legrand, 22 Rue du Basson, Marcinelle-Charleroi, Belgium, would like to import canned goods such as fish, meat, fruits, etc.

4259 MANUFACTURES FOR MANILA—Francisco Boix, 159 Manga Avenue, Sta. Mesa, Manila, Philippines, seeks connections with manufacturers of building materials, such as galvanized roofing sheets, wire nails, machine belts, Portland cement; plumbing equipment such as water closets, bath tubs, lavatories, painted tiles, G. I. pipe and fittings, water meters; glazes, tiles, oils and varnishes.

4260 EXPORTS TO PHILIPPINES—M. T. Sebastian Construction Co., 730 Quezon Boulevard, Manila, Philippines, would like to make connections with dealers in auto supplies, celotex and masonite, electrical supplies, G. I. rivets and G. I. sheets, hardware, construction materials, paints, nails, Portland cement, plumbing fixtures, reinforcing steel, school supplies.

4261 TRADE WITH BELGIUM—Belgian Commercial Co., Inc., 192 Rue Royale, Brussels, Belgium, seek connections with import-export firms here. Would like to hear from dealers in woolen waste and rags, as well as raw wool.

4262 REPRESENTATION IN TANGER—Salama & Co., Calle Tetan No. 4 and 10, Tanger, Morocco, would like to represent American manufacturers and exporters of textiles, foodstuffs, electrical materials, chemical products, cosmetics, typewriters, calculating machines, lubricating oils, etc.

4263 SHIPPING SUPPLIES IN SOUTH AFRICA—Hermes Suppliers (Pty.) Ltd., 14-16 Riebeck Street, Cape Town, South Africa, are ship chandlers, ship store stockists and dealers, general merchants, supplying requirements of stevedores. Seek connections with companies here. Also desirous of obtaining representation of American exporters.

4264 TRADE WITH FAR EAST—Eastern Commercial Development Company, C/o China Drug Corporation, Ltd., 22 Chung Tu Kho, Sha Pin Far, Chungking, Szechuan, China, wish to get in touch with American manufacturers for distribution of their products throughout the Far East.

4265 MANILA OFFICE—Tobias and Company, 519 California Street, San Francisco 4, ENbrook 4912, announce the opening of their Manila offices November 1, 1945, desire to handle several additional staple lines for the Far East. Interested parties may make contacts at above address.

SPECIAL NOTICE—Table model radios available for export. Contact Mr. Tappe, HEMlock 7753 or OVerland 7147.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 36

D-6191—MR. HORACE W. JOYCE, 30 Liberty Street, San Francisco 10, California, interested to act as manufacturers' agent or distributor in Hawaiian Islands, in exterminating and fumigating supplies, or new plastic novelties.

D-6192—HAIDAD & DUNBAR, 311 Vancouver Block, Vancouver, B. C., Canada, would like to act as an agent for air conditioning, refrigeration, heating equipment, mining machinery or automotive accessories. Will cover British Columbia and Alberta, Canada.

D-6193—MR. W. H. JENKS, 601 E. Franklin Street, Richmond, Virginia, would like information on electrical lines from manufacturers.

D-6194—MR. WM. J. LINDENBERGER, 16 California Street, San Francisco 11, California, seeking representation of lines applicable to the building material supply trade, the farm and agricultural implement trade and the hotel and restaurant supply trade.

D-6195—HYDROZO PRODUCTS COMPANY—2306 University Avenue, Madison 5, Wisconsin, interested in securing distribution for their waterproofing products.

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Bay Region Business

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Volume 2

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Number 42

WASHINGTON NOTES

From Washington Office,
San Francisco Chamber of Commerce

● ADJUSTABLE PRICING

Wholesalers and jobbers of cotton textile items for which increases in manufacturers' prices have been or are likely to be granted may continue to sell these items on an adjustable pricing basis, the Office of Price Administration has announced.

Adjustable pricing permits a seller to arrange with his customers to collect at a later date any price increases granted by OPA at a time after the delivery of the merchandise. Formerly adjustable pricing could be used only for goods bought from suppliers who themselves had reserved the right to charge the difference between their ceiling prices on June 1, 1945, and those issued later.

● LUMBER STOCKS

The War Production Board has announced that no appreciable replenishment of lumber stocks, which are now at an all-time low, can be expected during the fourth quarter of 1945 because of sharp cuts in production.

With the reduction in military requirements immediately after the end of the war, it was expected that lumber production would be sufficient to meet current needs and add approximately 1,000,000,000 board feet to mill and distributors' stocks by the end of the year. However, because of continued low production and present curtailment due to West Coast strikes, little or no lumber will be available for building up stocks, WPB said.

Mill and concentration yard stocks, as of July 31, totaled 3,290,636,000 board feet, and represented only a normal seasonal increase of 1 per cent from the position of these stocks at the end of June. Softwood stocks totaled 2,412,915,000 board feet; hardwood stocks totaled 877,721,000 board feet.

● EXPORTING

Export opportunities for a varied assortment of American-made merchandise are now beginning to reach Washington and are being channeled to exporters through its publications and field service offices, the Department of Commerce reports.

Publication of this information by the Bureau of Foreign and Domestic Commerce which was discontinued during the war has been resumed. Regional offices of the Department are also being kept currently supplied with detailed information concerning foreign visitors in the United States who are interested in the purchase of merchandise of many descriptions.

Navy Day Luncheon Will Honor Under Secretary of Navy Gates

In the first peacetime salute to the Navy since the end of the war, the annual Navy Day luncheon will be held Friday, October 26, in the San Francisco Commercial Club, with Under Secretary of the Navy Artemus L. Gates as honored guest and speaker.

Joining with the San Francisco Chamber of Commerce and the Commercial Club in sponsoring the event is the Navy League of the United States, Marine Exchange, Junior Chamber of Commerce and Propeller Club.

Under Secretary of the Navy Gates had been in that post little more than a month when news of Japan's unconditional surrender came and with it the tremendous task of supervising the demobilization of a major part of the Navy.

● Naval and Aviation Career

He had previously served for almost four years as Assistant Secretary of the Navy for Air, in which post he directed the huge expansion of naval aviation.

War Stocks Will Decide Future of California Mining Industry

Government policies currently being developed in regard to the handling of quicksilver stocks will decide the future of the industry in California, according to a report by Samuel Williston to the San Francisco Chamber of Commerce Mining Committee upon his return from a Washington conference. And what happens to quicksilver may set the pattern for tungsten, antimony and other metals, Williston reported.

"For the past several years the San Francisco Chamber has been advocating a long-range strategic metals stockpiling program," according to a report by the Committee. "Such a program had not been adopted when the war ended, with the result that stocks required for war purposes now overhang the market.

● California Output. "In 1944, domestic production of quicksilver was 37,688 flasks. California's output from 14 counties was 28,097 flasks, valued at \$3,178,969. Consumption for war purposes climbed as high as 8,500 flasks a month. Invention of the mercuric oxide battery on which much radio communication was dependent was responsible.

"Peacetime prospects for the battery are good and will provide a long-range demand for quicksilver. However, the California industry can be irreparably damaged unless surpluses are stockpiled in the interests of national defense. The jobs which the industry can provide are needed to help round out the state's economy."

Lundborg in Washington

Louis B. Lundborg, general manager, San Francisco Chamber of Commerce, is now in Washington, D. C., attending a meeting of the Commercial Organization Department Committee of the Chamber of Commerce of the United States.

Lundborg was recently appointed chairman of this committee by National Chamber President Eric A. Johnston.

Board Adopts Resolutions of Bay Area Aviation Committee

Two resolutions, supporting efforts to obtain western representation on the Civil Aeronautics Board and endorsing an appeal for direct trunk line air service to Great Falls, Montana, have been adopted by the Board of Directors of the San Francisco Chamber of Commerce, upon recommendations of the Bay Area Aviation Committee.

One resolution requests appointment of a Westerner to the C.A.B. to fill the vacancy caused by the resignation of the Board's Vice-Chairman, Edward L. Warner. According to the resolution, selection of a Westerner would give the West the representation in aviation which it does not now have and would assure it of completely adequate air service in fostering development of air commerce.

The other resolution was passed by the Bay Area Aviation Committee and adopted by the Chamber's Board upon request of the Great Falls Chamber of Commerce. At the present time, direct trunk line air service does not exist between the San Francisco Bay Area and the communities of Boise, Idaho, Butte and Great Falls, Montana. Establishment of such service, according to the resolution, is necessary to maintain sound trade relations between the two areas.

IN THIS ISSUE:

R. F. C. List of Northern
California War Plants

Page 2

Coordinated State Mapping Program Makes Progress

State and federal officials concerned with mapping met last week with the Mining Committee of the San Francisco Chamber of Commerce and reported progress under recently enacted legislation advocated by the Chamber.

● **Senate Bill 803** which was signed by the Governor made provisions for the statewide mapping program and for the coordination of such work through the State Engineer's office. For the 1945-47 biennium \$300,000 was appropriated, the bulk of this sum to be covered on a matching basis by federal funds.

While the new program relates primarily to topographic mapping, it provides foundation material for geological mapping. Under the plan, many areas in California which have not heretofore been mapped will be covered and obsolete maps of other areas will be brought up to date.

For the current year, \$20,000 of state funds will be matched by \$20,000 in federal funds and used with \$10,000 remaining from previous appropriations. During the next year, the program will be expanded to absorb the balance of the state's \$300,000 for the biennium and an equal amount from the U. S.

California Association of C of C Managers Holds Board Meeting

A program designed to assist Chambers of Commerce in filling vacancies in management with men experienced in the operating techniques of commercial organizations was approved by the Board of Directors of the California Association of Chamber of Commerce Managers at its meeting on October 8 at the San Francisco Chamber of Commerce.

Consistent with the growth of the organization, the Board of Directors created the position of Executive Secretary, appointing E. B. Kennedy, manager of the Bellflower Chamber, to fill the position.

Two Board vacancies caused by resignations were filled by the appointments of Mrs. Hazel Dutton, manager of the Visalia Chamber, as vice-president, and Ralph M. Thynnes, manager of the Whittier Chamber, as a director.

● Convention Committee

President D. W. Campbell appointed the following members to serve on the Convention Committee: William Gallienne, Chairman; Russell E. Pettit of San Jose; Emory Gay Hoffman of Kern County; C. P. Tanner of San Francisco; and Drew A. Bernard of Glendale.

The Board accepted the invitation extended jointly by the Riverside Chamber and the Mission Inn to hold the Association's annual meeting there. Dates set for the meeting are February 7, 8 and 9, 1946.

Navy Will Cooperate in Release of Space for Parking Facilities

"Every possible cooperation will be extended," states the 12th Naval District Commandant through Captain E. B. Lapham in response to a letter from the Industrial Department of the San Francisco Chamber of Commerce, urging the earliest possible release of war-purpose buildings for automobile parking.

"Space of all types is now and will continue to be returned for private use as rapidly as circumstances permit," according to a letter from Capt. Lapham. "To date four parcels of office space and one of warehouse space are being processed for cancellation, and the number and amount will increase rapidly."

"It is anticipated that the reductions in Naval space requirements will tend to be horizontal in nature, since a certain interdependence exists among the various activities. In view of this fact it will be difficult to single out one type of space for priority consideration. The subject of your letter will receive our continuing attention, however, . . ."

"It is desired to take this opportunity to express our deep appreciation and gratification for the fine consideration shown the Navy by the officials and citizens of this community. We trust that you, who have shown such sympathetic understanding of our problems, will not hesitate to advise us further in any matter in which we may be of possible assistance in your own."

Northern California War Plants Listed by R. F. C.

Eighteen northern California plants are included in a "Second Advance Listing Government-Owned Industrial Plants," published by the Office of Surplus Property, Reconstruction Finance Corporation, according to the San Francisco Chamber's Industrial Department.

The new R.F.C. publication provides information as to the locations, sizes and general features of the properties, most of which will be available for peacetime industrial or other uses. More detailed information concerning each property is available at the San Francisco Loan Agency of the Reconstruction Finance Corporation, 200 Bush Street.

Northern California plants which are still owned by the Federal government are listed as follows:

● **ALUMINUM PLANT:** Rated capacity: 96,000,000 lbs. per year. Riverbank. Lessee—Aluminum Co. of America. Plant—land, buildings, machinery and equipment designed for production of aluminum ingots; land—19 acres; buildings—total area 476,000 square feet.

● **STEEL FOUNDRY:** Rated capacity: 30,000 tons per year. Pittsburg. Lessee—Columbia Steel Co. Plant—land, buildings, machinery and equipment designed to produce open hearth and electric furnace steel castings; land—approximately 43 acres; buildings—total area 395,000 square feet.

● **ENGINE PARTS PLANT:** Berkeley. Lessee—Goldfield Consolidated Mines Co. (Assignee of Joshua Hendy Iron Works). Plant—land, building, machinery and equipment designed for production of large castings for marine engine parts; land—approximately 218' x 130', about 1/2 acre; building—total area 28,000 square feet.

● **MAGNESIUM PLANT:** Rated capacity: 20,000,000 lbs. yearly. Manteca. Lessee—Permanente Metals Corp. Plant—land, buildings, machinery and equipment designed for production of magnesium metal; land—approximately 138 acres; buildings—total area 297,430 square feet.

● **FOUNDRY (ENGINE PARTS):** Capacity: 1,200 tons per month. Sunnyvale. Lessee—Joshua Hendy Iron Works. Plant—land, buildings, machinery and equipment designed for production of large castings for marine engines; land—site 13 1/2 acres; buildings—total area 161,700 square feet.

● **CHEMICAL PLANT—CATALYST "1707":** Newark. Lessee—Westvaco Chlorine Products Co. Plant—land, buildings, machinery and equipment designed for production of catalyst "1707" to be used in manufacture of synthetic rubber by others; land—4 1/4 acres; buildings—total area 20,000 square feet.

● **OXYGEN PLANT:** Rated combined capacity: 46,080,000 cu. ft. annually. San Francisco. Lessee—Stuart Oxygen Company. Plant—land, machinery and equipment to produce medical and industrial gases constitute additional facilities to lessee's plant; land—10,450 square feet.

● **STEEL SCRAP PLANT:** Rated capacity: 45,000 tons per year. Pittsburg. Lessee—California Scrap Iron Corp. Plant—land, buildings, one truck scale and one metal shear. Facilities for processing about 7,000 tons steel scrap monthly, for use in steel mills; land—6 1/2 acres; buildings—total area about 2,600 square feet.

● **CHEMICAL PLANT—CALCINED MAGNESIA:** Rated combined capacity: 100 tons per day. Newark. Lessee—Westvaco Chlorine Products Corp. Plant—buildings, equipment to provide additional facilities to lessee for producing calcined magnesia. Total plant capacity 100 tons day. Land—lessee owned; buildings—total area 4,100 square feet.

● **SCRAP METAL Baling PLANT:** Rated capacity: 15,000 tons baled per year. Oakland. Lessee—Associated Iron and Metal Co. Plant—land, shelter and equipment for baling metal scrap; land—site is 57' x 54' with 10' right of way. Leased for 20 years; buildings—shelter for the machinery.

● **GASOLINE REFINERY—100 OCTANE:** Rated capacity: 8000 B.P.D. Richmond. Lessee—Standard Oil Company of California. Plant—land, buildings, structures and refinery equipment designed for production of 100 octane aviation gasoline; land—approximately 40.8 acres; leased; located within refinery of lessee; buildings—total area 57,250 square feet.

● **RADIO STATION:** 7 1/2 miles from Dixon. Lessee—National Broadcasting Co. Plant—land and buildings; for housing equipment for short wave broadcasting; land—640 acres; buildings—total area 16,740 square feet.

● **CHEMICAL PLANT—SULPHURIC ACID:** Rated capacity: 65,000 tons per year. Richmond. Lessee—General Chemical Co. Plant—land, building and functional units designed for manufacture of sulphuric acid; land—10 acres; building—Administration Building total area 2,000 square feet.

● **ALUMINUM POWDER PLANT:** Rated capacity: 3,600,000 lbs. per year. Emeryville. Lessee—Merrill Products Co. Plant—land, buildings, equipment to manufacture grained aluminum; land—2 leased parcels; total 17,500 square feet; buildings—screening house 16' x 22'; bag house, 12' x 20'.

● **AIRCRAFT PARTS PLANT:** 122 - 15th Street, San Francisco. Lessee: China Aircraft Corp. Plant—land, building, machinery and equipment designed for manufacture of airplane parts; land—approximately 1.81 acres; building—total floor area 50,000 square feet.

● **AMMUNITION LOADING PLANT:** 6 1/2 miles southwest of Turlock. Name—Turlock C.W.S. Plant. Operator—Day & Night Flare Corporation. Plant—land, buildings, machinery and equipment. Project designed for assembly and loading of incendiary ammunition; land—154 acres; buildings—total area 80,900 square feet.

● **ORDNANCE PLANT:** 7th and H Street, Benicia. Name—Yuba Manufacturing Company. Operator—Yuba Manufacturing Co. Plant—land, building, tools and equipment designed to manufacture howitzers and assemblies; land—0.94 acres (leased); buildings—total area 43,950 square feet.

● **PENICILLIN PLANT:** Berkeley. Lessee—Cutter Laboratories, Inc. Plant—land (leased), building and equipment designed for production of penicillin and biological products; land—0.29 acre; building—total area 19,840 square feet.

If present lessees of the itemized properties are not interested in converting them to peacetime purposes, efforts will be made to encourage their operation by others.

Editorial Page of

THE CALL-BULLETIN

MONDAY, OCTOBER 8, 1945

Hands Across Bay

Co-operative Pact of San Francisco and Oakland
Chambers Fills a Long-Felt Need

A long step forward in realization of the postwar aims of Oakland and San Francisco has been taken with the announcement that hereafter the Chambers of Commerce of the two cities will work together in a mutually beneficial program of building and expansion.

This announcement gives practical recognition to a principle that for years has been clear to many leaders on both sides of the bay and that has been emphasized repeatedly by The Call-Bulletin.

That principle, briefly stated, is that during the past fifteen or twenty years the interests of the communities of the Peninsula and the Mainland have grown so interrelated as to be basically identical, and as to require co-operative effort to assure their advancement.

* * *

Conversely, it has become apparent that inter-sectional jealousy and refusal to recognize the status of interdependence can result only in stalemate and harm to both communities.

There is no need now to whitewash the actualities of the past.

For too many years San Francisco regarded herself as "The Queen of the Pacific," and regally condescended to the East Bay as a congenial vassal pretending to royal prerogatives.

The East Bay, on its part, has marched in open revolt against San Francisco's assumption of privilege, and has fought for every possible advantage for itself.

The history of the past forty-five years records the result of the conflict: The San Francisco bay area, the most richly endowed of any maritime district on the Pacific Coast, has failed to advance as far or as rapidly as other communities with fewer assets but more community consciousness.

* * *

So it is a happy event that approval has been given by duly constituted commercial groups to the proposition that the San Francisco bay area is one economic unit, and that whatever benefits any section of that unit also benefits every other section.

This rapprochement should not preclude friendly competition between the two communities, for competition within the limits of the concord will be stimulating and desirable.

But it should stand as assurance that each can proceed with its post-war plans, as embodied in Oakland's "Formula for the Future," and San Francisco's "Report of the Mayor's Postwar Planning Committee," confident of aid, rather than stumbling-blocks, from the other.

It should stand as assurance that both San Francisco and Oakland can now achieve the eminence that is their due.

The San Francisco News

(A SCRIPPS-HOWARD NEWSPAPER)

FRANK A. CLARVOE.....Editor
J. L. CAUTHORN.....President
ALAN L. HOUSER.....Business Manager



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Find Their Own
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MONDAY, OCTOBER 8, 1945

Getting Together

As a manifest of Bay Area unity the San Francisco and Oakland Chambers of Commerce have adopted a plan of issuing joint publicity releases on their post-war development programs. This is a significant and encouraging sign. We hope other Bay Area Chambers of Commerce will do likewise.

Over the signatures of Bill Williams and Howard S. Sipe, publicity managers respectively for the San Francisco and Oakland chambers, is the statement that "San Francisco and Oakland are partners in progress, and it is the official policy of both Chambers of Commerce to work together as partners for mutual ends."

That, indeed, is the spirit that should prevail between these two communities, which are, in fact, one great urban entity.

"Bay Area UNITY In Action!"

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, Ext. 72, and refer to the Trade Tip's number.

4266 APPLES FOR TEL AVIV—Kassowsky Company, Levinsky Street 40, Tel Aviv, Palestine, requests exporters to cable firm offers of Winesaps and Newtons, sizes 16b/19b, including ten cents per box brokerage.

4267 IRON EXPORTS—Frank May, National Bank, Managua, Nicaragua, asks interested parties to telegraph quotations for delivery CIF Corinto new corrugated galvanized iron sheets, number 26-96 inch by 32-1000 yards, 11½ lbs 96 inches by 27. Price to include 5 percent commission. Corrugated galvanized iron sheets offered for \$5.70.

4268 AGENCY IN COLOMBIA—Pinilla & Cia. Ltda., Edificio Marchant No. 216, Apartado Nal. No. 455, Cali, Colombia, seeks to represent American manufacturers.

4269 BUSINESS IN ADEN—The Anglo-Ethiopian Trading Corporation (Overseas) Ltd., The Crescent, Steamer Point, Aden, would like to get in touch with importers, exporters, manufacturers, steamship owners and agents, insurance companies. Are engaged in shipping, forwarding passengers, cargo bookings, as well as imports and exports. Offices in Eritrea, Ethiopia, Red Sea Ports.

4270 EXPORTS TO NEAR EAST—Benzion Levy, P. O. B. 1064, Tel Aviv, Palestine, would like to get in touch with general exporters. Also would like to represent manufacturers. Correspondence may also be addressed to Turkish office, Anadolu Ticaret Evi, 11 Maksudiye Han, Istanbul, Turkey.

4271 TRADE WITH ARGENTINA—Buenos Aires Exporting Ayuda, Pte. Roque Saenz Peña 730, Buenos Aires, Argentina, seeks connections with importers, exporters, manufacturers.

4272 EXPORTS FROM INDIA—Indo-American Mining Corporation, Chawri Bazar, Delhi, India, are exporters of manganese ore, cummin seeds, coriander seeds, celery seeds, anise seeds, myrobalans, gums and beeswax.

4273 REPRESENTATION IN SOUTH AMERICA—SA MIDER, Av. Corrientes 485, Buenos Aires, Argentina, wish to obtain exclusive representation of several American manufacturers for Argentina and possibly Uruguay, Paraguay, Bolivia and Chile. Interested in building materials, heavy machinery, rubber goods, lumber, plastics, etc. Will sell for manufacturers' account or will buy and sell for own account. Will supply importers with Argentine products.

4274 EXPORTS FROM INDIA—S. O. Thangavelu Nadar & Son, Tuticorin, South India, would like to get in touch with importers of groundnuts, groundnut oilcakes, canes and rattans, palmyra fiber, castor seed and medicinal herbs.

4275 CHINA TRADE—Janson Ng, of the Quality Merchandise Co., 50 Western Street, 2nd Fl., Hongkong, China, advises his company acts as commission agents, wholesalers and importers, wishes to make connections with manufacturers in San Francisco on representation basis. Interested in cosmetics, chemicals, patent medicines, razors, blades, jewelry, watches, sun glasses, textiles and dry goods, etc.

4276 ALLIGATOR BAGS—M. Pitchen, 368 Aramburo St., Havana, Cuba, offers to export ladies' hand bags made of Cuban alligator. Price lists at World Trade Department.

4277 AGENCY IN LISBON—Weinstein & Co. Ltda., Apartado 179, Lisbon, Portugal, seek representations for Portugal and its colonies. Export cocoa, coffee, copra, oilseeds, chinchona bark, kola nuts, beeswax, rubber, etc.

4278 BUSINESS AGENTS—The Economic Office for the Middle East in Palestine, 4 Karl Netter St., Tel Aviv, Palestine, deals in representation of interests, personal and commercial, consultations, information on firms and private individuals, purchase and sale of land and houses, general representations, advertising. Would like to contact similar firm in this country.

4279 PERUVIAN SILVER GOODS—Sudex S.A. Ltda., Apartado 1661, Lima, Peru, are exporters of Peruvian silver goods, seek contact with jewelry stores and specialty shops.

4280 MANUFACTURES FOR SOUTH AFRICA—M. Barrow, P.O. Box 1319, Johannesburg, South Africa, would like to get in touch with manufacturers of food water coolers, internal communications systems and dictaphones, portable electrical appliances.

4281 REPRESENTATION IN LEBANON—Ed. Zakhia & Co., Boite Postale 823, Beyrouth, Lebanon, seeks connections with American manufacturers.

4282 GOLD AND SILVER FOIL—Handel-Centrale Griik, Postlaan 30, Gironnummer 109246, Heemstede, the Netherlands, seek connections with manufacturers of gold and silver foil. Also prepared to buy on own account. Samples of paper desired at World Trade Department.

4283 WINES AND LIQUORS FROM MEXICO—Luis Monluh, Amsterdam 118, Mexico, D.F., offers sweet wines from Porto and Havana, tequila, many other Mexican products. Also seeks representations.

4284 TRADE WITH CUBA—Enrique Pereda, Calle 23 No. 633, Vedado, Havana, Cuba, seeks connections with importers, exporters and manufacturers. Interested in hardware and allied lines, building materials, lumber, paints and varnishes, hand tools, china and glassware, etc. Offers cigars, rum, fruit preserves, canned foods, leather goods, dairy products.

4285 REPRESENTATION IN HOLLAND—William F. Sturm, Fred. Hendrikstraat 66, Amsterdam, Holland, seeks to represent American manufacturers. Acts as purchasing agent for importers, industrial works and wholesale dealers in Holland and Dutch East Indies.

4286 FOOD FOR ENGLAND—E. A. Lund, Limited, Shaftesbury House, South Shields, England, are anxious to enter negotiations with California food manufacturing firms desirous of developing British trade. Firm has connections among retail and wholesale grocery and chemist trades.

4287 TRADE WITH THE NETHERLANDS—J. Pijpers, Linker Rottekaade 106-107, Rotterdam, are commission agents for producers of potatoes, vegetables and all kinds of fruits, seek connections with American firms exporting fresh, dried and tinned fruits.

P. A. Lame, Bergweg 322a, Rotterdam, wishes to get in touch with manufacturers, importers and exporters.

N. V. Vawes, Kerckenstraat 5, The Hague, desires to get in touch with manufacturers or exporters of leather goods, glass, household supplies, sewing machines, personal articles, cosmetics, books, metals, foodstuffs, textiles, dry goods, etc.

N. V. "Ribu", Kloverniersburgwal 81, Amsterdam, Netherlands, wishes to import toys (all kinds) and would like to receive catalogs, etc., from American manufacturers.

Otto de Waal, Doorn, desires to import school and church furniture and equipment.

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DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6190—NU-ELECTRO SPECIALTY & APPLIANCE CO., 743 North Fourth St., Milwaukee 3, Wisconsin, manufacturers' agent, desires to represent local manufacturers. Financially qualified to carry warehouse stock. Will travel in Wisconsin and upper peninsula of Michigan.

D-6197—CHADKIN SALES, 7922 Beverly Blvd., Los Angeles 36, California, interested to act as sales agent or distributor for manufacturers, handling merchandise sold to the automotive industry, department store, wholesale hardware companies and factory maintenance items.

D-6198—MR. HARRY F. OLDENBURG, 2567 N. Palmer St., Milwaukee 12, Wisconsin, industrial sales engineer, wishes to represent manufacturer in State of Wisconsin.

SURPLUS PROPERTY

● Under Sales Catalog No. B-25-46, the Supply Officer, Naval Air Station, Alameda, will receive bids until 10:00 A.M., October 25, on quantities of salvageable dope, lacquer, and detergent solution.

● Surplus Electronic and Telephone Equipment. The Remler Company, Ltd., 2101 Bryant, has been appointed by the Reconstruction Finance Corporation to act as a government custodian and to handle and sell such material. The R.F.C. has adopted the following policy:

"Radio, telephone and other electronic equipment are of a highly technical nature and can be disposed of satisfactorily only by persons having specialized and technical knowledge. The R.F.C. believes this can best be accomplished by employing manufacturers and distributors, or others similarly qualified, to act as agents of the Government for the purpose."

Further information, as well as a listing of the articles on hand or to be sold, is obtainable from the Remler Company.

C of C Representative at Supervisors' Meeting

Attending the Board of Supervisors' meeting, Monday, Oct. 15, was:

Charles A. Dostal, member San Francisco Chamber Board.



Bay Region Business

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SAN FRANCISCO CHAMBER OF COMMERCE

Volume 2

Thursday, October 25, 1945

Number 43

WASHINGTON NOTES

From Washington Office,
San Francisco Chamber of Commerce

● HOUSING LOANS

Pre-war financing facilities under the Federal Housing Administration program are again available to the millions of home owners who postponed repair, improvement or modernization of their properties because of wartime restrictions. All restrictions on loans for repairs and improvements were removed and all limitations on the use of materials for such purposes were lifted on October 15.

● SURPLUS DISPOSAL

According to the *Surplus War Property Newsletter*, the first official figures reflecting the effect on surplus disposal of the Japanese war's end are as follows:

(All amounts through September 30)
Surpluses reported so far
(cumulative total).....\$5,295,304,000

Surplus disposals (cumulative total).....689,805,000

Price received by Government 358,065,000

*Surplus inventory as of

Sept. 30.....4,605,499,000

September was the biggest month in surplus, both as to declarations and sales. The figures:

Reported surplus during September.....\$1,714,498,000

Surplus disposals in September 65,367,000

Price received by Government 30,726,000

*More than half of this inventory is unsaleable aircraft.

● RAILROAD MANPOWER

According to the Office of Defense Transportation, manpower shortages continue to hamper railroad operations, particularly in the West Coast area, and present a serious problem in view of the heavy troop movements and a greater than pre-war volume of freight traffic. It is stated that more than 5,800,000 sailors, soldiers and marines will land at the country's ports between now and next June—more than 4,000,000 of them at Pacific Coast ports.

Unfilled openings in the western Railroad Retirement Board regions totalled 19,129 on October 1, 1945, as compared with 25,079 on May 1, 1944 when manpower needs were at their height, a drop of only 24 percent. At the same time unfilled openings in the rest of the country dropped 48 percent.

● SURPLUS PROPERTY PRICING

Prospective earnings will be the primary yardstick in fixing prices of government owned surplus steel plants, but the unusual risk involved in new steel producing areas and factors affecting the general economy will also be vital considerations, according to the Surplus Property Administration.

San Francisco's "Navy Week" Ceremonies Get Underway

Special memorial services at sea ushered in San Francisco's Navy Week, Sunday, October 21, with a roster of civic events scheduled to follow.

Grady Appointed U. S. Ambassador on Greek Election Mission

Appointment of Dr. Henry F. Grady, president of the San Francisco Chamber of Commerce, by President Truman as a special Ambassador to Greece to observe that country's forthcoming elections was announced this week by Secretary of State Byrnes.

● French and British Representation

In confirming his appointment to the group of American, British and French government representatives, Dr. Grady emphasized the importance and delicacy of the mission which, he estimated, will require two to three months.

"Neither the President nor the Secretary of State wants the slightest interference by us in the elections," Grady explained, "but our acting as observers along with the British and French should throw the weight definitely on the side of assuring the people of Greece the opportunity to express their will. We are to report to our three respective Governments after the election as to whether, in our opinion, the elections were free. Success in Greece will go a long way toward establishing a precedent for other Balkan and European countries."

In Memoriam

Upon learning of the death of Controller Harold J. Boyd, the San Francisco Chamber of Commerce made public the following statement:

"With the passing of Harold J. Boyd the city loses one of its most capable officials. He was respected and admired by those with whom he was associated in administering his important office and by the men and women who constitute the business and social life of the community."

● Gift of Flag to City

Presentation of the historic "United Nations Charter Flag" to the City of San Francisco by Under Secretary of Navy Artemus L. Gates at a Chamber of Commerce Navy Day luncheon on Friday, October 26, will highlight the week of ceremonies honoring the Navy.

A Navy Day Ball, to be held in the Civic Auditorium on Saturday, October 27, will head the list of social functions. Open house will be held on board ships of the Third Fleet, and the city's service centers have scheduled special entertainment during the week.

A blimp parade and air regatta will be held on Saturday, October 27, with a parade of 400 yachts scheduled for Sunday, October 28.

Exhibits of naval training special devices will be open to the public at 616 Mission Street on Navy Day, with similar exhibits scheduled to be held in Civic Auditorium and the Marine Exchange, 465 California Street.

Port of Oakland Books Cargo Sailings to Overseas Ports

Peacetime sailings of cargo vessels from the Port of Oakland to overseas ports were resumed last week.

New account for the Port of Oakland is the Matson line, which loaded a full cargo of canned goods and meat for the Hawaiian Islands on the S.S. Clarence Matson last week.

On October 30 the Luckenbach Steamship Company will resume intercoastal service out of Oakland. The American-Hawaiian Steamship Company will resume coast-to-coast service on November 6, while the McCormick Steamship Company will begin scheduling sailings on November 15. Trans-Pacific and European sailings and arrivals are now in the process of scheduling, according to the Port Commission.

SEE INSIDE FOR CHAMBER STAND ON BALLOT MEASURES

September Industrial Expansions ...

● \$28,000,000 for New Factories in September

Outlays exceeding \$28,000,000 and representing 40 new plants and 32 expansions are reported for northern California during September, 1945, by the Industrial Department of the San Francisco Chamber of Commerce. A large portion of the development will occur in the San Francisco Bay Area.

Total developments for 1945 up to October 1, represent 281 new industrial ventures and 231 factory expansions with expenditures estimated at \$103,122,520.

During September, San Francisco accounted for 11 of the new projects and 7 expansions which together will require expenditures of \$3,140,500 and provide approximately 600 new jobs.

Among the announcements in the area for September are:

● L. Demartini Co., 275 Brannan Street, San Francisco, has purchased a 17-acre site on Phelan Avenue, San Jose, where company will construct nut and confectionery supply processing plant early next year. Louis Demartini is president.

● Standard Oil Company of California, with offices in the Standard Oil Building, San Francisco, reports a \$20,000,000 construction program for California with approximately \$13,000,000 earmarked for expansion in northern California. Five to eight million dollars will be spent in expanding manufacturing and loading facilities at the Richmond Refinery. H. D. Collier is president.

● Beech-Nut Packing Company of Canajoharie, New York, purchased a 23-acre site at San Jose for an \$800,000 plant to make strained and baby foods.

● Campbell Soup Company, with plants at Camden, New Jersey, Chicago and in Canada, purchased a 123-acre site near Sacramento. A plant estimated to cost \$4,000,000 will be constructed to manufacture full line of soups. Year-round employment is promised for over 1,000 workers, in addition to many more who will be employed during seasonal peaks.

● Fruehauf Trailer Co., G and Merced Streets, Fresno, will soon complete construction of a \$150,000 plant on an 8-acre site on Church Street, Fresno. Plant will employ over 100 workers. Walter Lauritzen is local manager.

● National Lead Co., 2240 - 24th Street, San Francisco, plan construction of two-story steel reinforced concrete building at 24th and Rhode Island Streets. New modern equipment for manufacturing varnish will be installed.

S. F. World Trade Center Outlined at State Meeting

Proposed establishment of the San Francisco World Trade Center was outlined to an advisory committee of the State Reconstruction and Reemployment Commission at Sacramento last week by Leland W. Cutler, chairman of the World Trade Center committee and former Chamber of Commerce president.

● Adoption of Plan. Following the talk, the plan was adopted and referred for further study to the Commission.

Judge Sylvester J. McAtee, attorney for the Down Town Association of San Francisco, and James Mussatti, general manager, California State Chamber of Commerce, discussed the subject of Urban Redevelopment.

The meeting, which was sponsored by the State Reconstruction and Reemployment Commission, was attended by Governor Warren and representatives of the Citizens Advisory Committee. It was reported by Charles E. Gibbs, manager, Legislative Department, San Francisco Chamber of Commerce.

Standard of California To Construct New \$3,000,000 Pipe Line

Construction of a new 175-mile pipe line costing more than \$3,000,000, to link the San Joaquin Valley oil fields with San Francisco Bay, will be started by Standard Oil Company of California within the next few months.

With pumping capacity of more than 90,000 barrels daily, the 18-inch pipe line will run from Kettleman Hills, in Kings County, to Los Medanos, the oil company's big tank farm near Pittsburg, on the upper bay. Los Medanos supplies Standard's Richmond refinery.

This line will permit the Stanpac line, which is owned jointly by Pacific Gas and Electric Company, Standard of California, and Pacific Public Service Company, to be reconverted from crude petroleum to transportation of natural gas.

Veterans' Job Opportunities Discussed on Hospital Program

Opportunities in retailing for veterans were discussed last week in a program conducted at Dibble Hospital in Menlo Park by Robert H. Willson, manager, California Chain Stores Association, and D. P. Street, managing director, Retail Merchants Association of the San Francisco Chamber of Commerce.

The program consisted of a talk relayed to the patients' bedsides through a public address system, followed by personal interviews with 35 of the veterans who had expressed an interest in retailing as a future career.

● Careers for Veterans. San Francisco business and professional men will participate in the Dibble Hospital program for the education and rehabilitation of convalescent veterans. Program discussions include banking and accounting, law and labor relations, automotive industry, newspapers and advertising, radio, printing, insurance, electrical business, motion pictures, engineering and any other occupational classifications requested by the patients.

Arrangements for this program have been undertaken by the Pacific Advertising Association of which Charles W. Collier is general manager.

Junior C of C to Hold Benefit Baseball Game

Climaxing the Navy Day celebration on Sunday, October 28, the San Francisco Junior Chamber of Commerce will sponsor the Annual Campership Baseball Game between the Navy All-Stars and the Major-Minor League All-Stars.

Proceeds from this game will go toward a fund to send underprivileged San Francisco children to summer camps in 1946.

The game is to be played at Seals Stadium at 2:30 p.m.

National Aircraft Firm Locates Sales Office At Oakland Airport

A new aircraft sales firm with a cash order backlog of \$1,250,000 has selected Oakland Municipal Airport as Pacific Coast headquarters of its five-state distributorship for a national airplane manufacturer, it has been announced by J. F. Hassler, chairman of the Oakland Chamber of Commerce Aviation Committee.

● Distributor for Beechcraft. The firm, the Pacific Aircraft Company, is a partnership of Ivar Akselsen, Norman Larsen and Tiley L. Ford.

The company holds the California, Oregon, Washington, Nevada and Arizona distributorship for Beechcraft and is now engaged in delivering the twin-engine Model 18S. Formal announcement of a new single-engine all-metal Beechcraft, selling at popular price for family use, will be made shortly, according to Akselsen.

Pacific Aircraft is the third regional sales and service base for national manufacturers to be based at Oakland Airport. Stinson division of Consolidated-Vultee Aircraft Corporation and Taylorcraft have also applied for hangar and office space.

Bay Area CofC Heads Visit Alameda N. A. S.

Alameda's Naval Air Station, a mere plan on paper in 1938, became a \$66,000,000 project representing one of the largest air bases in the country.

These data were presented to presidents and managers of Bay Area Chambers of Commerce during their visit to the Station last week. Members were guests of the Alameda Chamber and civilian employees of the Naval Air Station for luncheon and a conducted tour of the plant.

The largest activity on the Station, according to the figures, is Assembly and Repair. More than 10,000 persons have been at work here repairing and overhauling the planes of the U. S. fleet. During the last four years, the square feet of working space has jumped from 204,000 to a total of 1,173,933 square feet.

S. F. - Honolulu Flight Carries First Non-priority Passengers

The California Clipper of Pan-American World Airways left last Friday for Honolulu with the first post-war non-priority passengers.

● Priority Travel. Meanwhile, according to an announcement by the airlines, non-priority travel will be subject to "space available" requirements after taking care of all priority needs, until a date is set by the Navy and State Department.

Pan American's regular commercial air services between San Francisco and Honolulu will be reestablished November 16, when its contract operations for the Naval Air Transport Service terminate.

MUNICIPAL BALLOT MEASURES

SAN FRANCISCO CHAMBER OF COMMERCE RECOMMENDATIONS

#1 Vote Yes—Airport Bond Issue.

Proposition #1 would provide for expansion and modernization of San Francisco's Municipal Airport by authorization of \$20,000,000 in general obligation bonds to finance such modernization.

The growth of air commerce and aviation, in which the entire Bay Area has participated, makes it possible for San Francisco's Municipal Airport to become the air center of the Pacific with air travel and commerce radiating out of it to every corner of the earth.

Commercial airlines now operating have indicated their desire to spend forty to fifty million dollars of their own money in expanding their facilities at the airport if the field is modernized to meet the needs of the air age in which we now live. Funds authorized by the bond issue would be spent only as needed for the construction program and airport revenues would eventually bear the entire cost of the bond issue.

#2 Vote Yes—Lease of City Property.

Amending Section 93 of Charter to provide that airport lands may be leased or rented to highest bidder for not to exceed forty years.

This measure will increase from 20 to 40 years the term of leases which may be arranged on San Francisco Airport and make more attractive any contractual arrangements between airlines and the City of San Francisco.

#3 Vote Yes—Transfer of Disabled Employees.

Amending Section 156 of Charter to permit transfer of disabled employees to other suitable city employment.

This measure will enable former members of the fire and police departments disabled while on active service with the military forces to be transferred on their return to other employment with the city within their capacities to perform.

It will also enable a permanent civil service employee who has become incapable of performing the duties of his office to transfer to a position within his capacities to perform.

#4 Vote Yes—Graduated Pay Schedule for Fire and Police.

Amending Sections 36 and 35.5 and repealing Section 36.2 of Charter to provide parity of pay for fire and police departments based on years of service.

This measure will equalize the rates of pay of the Fire and Police Departments and provide for a more adequate permanent pay schedule for both.

#5 Vote Yes—Bonds of Officers and Employees.

Amending Section 8 of Charter to provide that Supervisors shall fix terms of bonds required of officers and employees, except minimums fixed for certain officers.

Approval of this Charter Amendment will permit the Board of Supervisors to eliminate some unnecessary bonding now required by the Charter and fix bonds in cases where such protection is required. This will make possible an estimated annual saving of \$16,000.

#6 Vote Yes—Steinhart Aquarium Employees.

Amending Section 52 of Charter to provide that Aquarium employees paid from city funds shall be subject to Civil Service provisions of Charter.

This amendment, by correcting an error in Proposition #30 voted on last November, includes city employees working at Steinhart Aquarium under Civil Service and entitles them to the full benefits of such status.

#7 Vote No—Vacation Allowances.

Amending Section 151 of Charter to provide three weeks' vacation after five years' service, unused periods cumulative to six weeks.

This amendment would break down the precedent of two weeks' vacation applied to municipal and private employment in this area.

The Charter provides that city employees shall be compensated in accordance with generally prevailing rates for like service and working conditions in private employment or other governmental organizations. This principle is generally in effect considering the fact that municipal employees receive higher rates of pay than do federal employees which more than offsets the longer vacations granted federal employees.

#8 Vote No—Civil Service Commission Meetings.

Amending Section 140 of Charter to provide regular meetings of Civil Service Commission shall be open to public and include time after 5 p.m.

Amendment, as drawn, is ambiguous in its terms. It fails to state what persons are entitled to be heard and on what subjects at the public meetings of the Commission.

#9 Vote Yes—Surplus Commodity Purchase.

Adding Section 88.1 to Charter to permit purchase of surplus commodities from federal or state government without advertising for bids.

Adoption of this measure offers an opportunity to save money for the taxpayer. It will provide that the purchaser of supplies may purchase surplus commodities from the federal or state government without advertising for bids.

#10 Vote No—Supervisors Committee Meeting Compensation.

Amending Section 10 of Charter to provide payment for not more than six committee meetings per month.

This amendment was improperly drafted. Its sponsors had originally intended it to provide compensation in addition to annual salary in the amount of \$15 per committee meeting, not to exceed six meetings in a calendar month.

Indvidently, in preparing the measure, the fact that many Supervisors are members of more than one committee was overlooked, which could result in a Supervisor being entitled to compensation in the amount of \$360 in any calendar month over and above his regular salary.

#11 Vote No—Appointive Officers Salary Standardization.

Adding Section 151.1 to Charter providing pay of appointive officers, with certain exceptions, shall be subject to salary standardization.

The salaries of the following business heads of the city administration are now fixed in the City Charter: The Chief Administrative Officer, the Director of Public Works, the Manager of Utilities, and the Controller. This amendment proposes that the salaries of these important business managers shall be subject to change from time to time by the Board of Supervisors.

The political and legislative powers of the city are vested in the Board of Supervisors. The business affairs of the city are entrusted to the Chief Administrative Officer and to various other boards and commissions. This line of cleavage is purposely sharp, and is one of the outstanding features of our City Charter.

It is not to the best interests of the city or its people that the salaries of these officials should be subject to change by a Board of Supervisors. If there are to be any changes in the salaries of these officials, let the people make them, in the future, as they have in the past.

#12 Vote Yes—Department and Bureau Heads.

Amending Section 62 of Charter to provide complete salary standardization for department and bureau heads under Civil Service.

The Charter now limits to \$6,000 the salaries of the County Clerk, County Recorder, Coroner, Tax Collector, and Public Administrator. This does not seem adequate under existing conditions or commensurate with their responsibilities in the city government. Approval of this measure will bring these officers under Civil Service and provide them with salary standardization.

#13 Vote No—Agreed Rates of Pay.

Adding Section 151.3 to Charter providing that city employees shall be paid at prevailing rates as determined in collective bargaining agreements in private industry prior to April 1 each fiscal year.

The Chamber commends a NO vote on this measure because rates paid crafts and other groups of city employees would be fixed annually in accordance with the industry-wide collective bargaining rates fixed for similar crafts and trades in various industries in San Francisco. This practice would break away from the present overall standardization plan provided for in the Charter in which salaries are fixed with regard to changes in living conditions and general changes in wages and salaries in the area.

Furthermore, the measure provides that it shall be the duty of the Supervisors to pass rates certified by the Civil Service Commission, thereby leaving little or no opportunity for the Supervisors to use their judgment.

#14 Vote No—Trials for Promotive Appointees.

Amending Section 148 of Charter to provide appeal and hearings for probationary promotive appointees in case of dismissal.

Under the Charter, the only time that city employees can be dismissed without a hearing is during the probationary six months' period. After that period an employee found unsuitable by a department head cannot be discharged without benefit of a hearing by the Civil Service Commission.

This measure would entitle an employee found unsuitable within the six months' probationary period to a hearing which, in all probability, would only be justified in rare cases.

It could easily result in a department head retaining unfit employees rather than subjecting himself to the unpleasant task of preparing charges for presentation at the hearing, with resultant loss of efficiency in the department.

#15 Vote No—Health Service System.

Amending Section 172.1 of Charter fixing \$1,000 bonds for Health Service Board members and providing for retirement and injury compensation for its employees.

This measure would transfer the cost of retirement and pensions to the taxpayers for certain employees employed in the Health Service System, an employee-operated organization. At the time the Health Service System was proposed to the voters, in 1937, there was a general understanding that no part of the cost would be paid out of taxes.

#16 No Recommendation—Declaration of Policy—Farmers Market.

The Farmers Market shall be continued beyond the time limitation now established by ordinance.

This proposition is a declaration of policy regarding continuation of the Farmers Market into the postwar period. If approved by the voters, the Board of Supervisors would be obligated to pass the necessary legislation carrying out the intent of the measure.

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, Ext. 72, and refer to the Trade Tip's number.

4288 AGENT FOR CHINA TRADE—Mr. Horace R. G. Smith, recently released from the army, solicits from interested American exporter to be sent to China to handle American products, supervise sales, shipments, etc. Mr. Smith has supervised and directed branch activities of import firm in sale and distribution of American products, including office equipment, hardware and tobacco, throughout various parts of China. Speaks Chinese, has lived greater part of life in China.

4291 REPRESENTATION IN EL SALVADOR—Gilberto Barona L., San Salvador, El Salvador, seeks the exclusive agency for radios and equipment, household appliances, kitchen utensils, electrical appliances. Mr. Henavides, a partner of the concern, will be in San Francisco for the month of October. He may be contacted care of 830 Cabrillo Street, RAview 771.

4290 REPRESENTATION IN THE ORIENT—Mr. R. F. Trevillian, 405 South Irving Blvd., Los Angeles, California, wishes to represent local manufacturers in the Orient. Fourteen years' experience in trade with that area.

4291 REPRESENTATION IN MANILA—E. A. L. Best, 838 General Forbes Street, Manila, Philippine Islands, wishes to represent American manufacturers of staple articles, flashlights, fish nets, charcoal, cheap crockery, etc. Twenty-five years' experience in sales representation in the Orient.

4292 TRADE BUREAU IN HOLLAND—Bureau Voor Handelsinlichtingen, Oudegruustek 16, Amsterdam Centrum, Holland, acts as a trade relations bureau, supplies addresses and seeks business connections for manufacturers and merchants.

4293 REPRESENTATION IN PHILIPPINES—K. Moll, 555 Nueva, Manila, Philippine Islands, seeks export-import connection not yet represented in Manila. Interested in popular brands American wigs, notions, cosmetics.

4294 TRADE WITH PHILIPPINES—Philippine American Import & Export Co., 1094 Benavides, Manila, P. I., desires to do business with manufacturers and exporters in San Francisco. Especially interested in toilet articles, leather goods and accessories, buttons, umbrellas, novelties.

4295 TRADE WITH BELGIUM—Gelsing & Legros, 50 Ter Riviervanbier, Leuven, Antwerp, Belgium, seek connections with American exporters.

4296 REPRESENTATION IN COLOMBIA—T. Montañez & Cia., Apartado Aereo 558, Bucaramanga, Colombia, seek to represent American manufacturers.

4297 FISH FROM PORTUGAL—Antonio Jacinto Ferreira, Lda., Olhao, Portugal, are packers and exporters of preserved fish, would like to establish business connections with this market. Price lists and full details at World Trade Department.

4298 REPRESENTATION IN PERU—Herbert Tweedle, Plaza San Martin 166, Oficina 102-106 Casilla 2406, Lima, Peru, seeks representation of firm exporting to California products such as seedless raisins, prunes, dried apricots, muscatel raisins, nuts, almonds, other dried fruits, preserves, oils and raw materials.

4299 REPRESENTATION IN MANILA—Jose M. Oceano, 910 (Int.) Raon, Manila, P. I., seeks to represent manufacturers of cement, paint, nails, galvanized iron sheets, reinforced steel bars, building hardware, plumbing fittings, mosquito wire netting, floor and wall tiles.

4300 SPONGES FROM TURKEY—Stanley Paterson, P. O. B. 139, Izmir, Turkey, offers to export sponges.

4301 TRADE WITH PORTUGAL—Merecamundo, Limitada, Rua da Alegria, 19-1, Lisboa, Portugal, would like to appoint a representative here for the placement of their products, which include: cork, wines, fish preserves, dried fruits, nuts, woods, beeswax, coffee, cocoa, resin and turpentine. Would also like to represent firms producing drugs and chemicals, iron and metals, paper and pasteboards, radio and electrical articles, food products, etc.

4302 RICE FOR MEXICO—American Trading Co., S. de R. L., Av. Juarez No. 30, Mexico, D. F. are interested in the importation of rice with 10 to 25 per cent broken, screenings and brewers rice.

4303 TRADE WITH HOLLAND—Bos & De Jong, Heemstede, Holland, are desirous of promoting trade between California and the Netherlands. Would like to buy or sell, either on own account or on commission basis.

4304 CHEMICALS FOR SPAIN—Pedro Elias Cortes, Girona 18, Barcelona, Spain, seeks connections with producers of heavy chemicals, derivatives of coal.

4305 SUGAR SYRUP FROM CUBA—Tibureo Diercke, Castillo Bldg., Havana, Cuba, can furnish Cuban refined sugar syrups, any flavor, at 27.5 Baume, packed in wooden barrels.

4306 EXPORTS TO GREECE—Sotiris Chr. Gotopoulos, Rigga Ferrou Str., Karahiny 2, Patras, Greece, would like to represent American manufacturers as a commission agent, or act as importer on own account. Especially interested in cotton goods, handkerchiefs, phonograph needles, glassware, iron and steel sheets, aniline dyes, essential oils, chemicals and pharmaceutical products, cigarette lighters and flint.

4307 HAVANA CIGARS—Cia. Tabacalera Lobeto, S. A., Maximo Gomez 466, Havana, Cuba, offer to export cigars. Price list and complete information at World Trade Department.

4308 REPRESENTATION IN CUBA—S. M. Timiras, P. O. Box 2127, Habana, Cuba, seeks to represent manufacturers.

4309 TRADE WITH GUATEMALA AND MEXICO—Louis Moutin, Amsterdam 118, Mexico, D. F., represents American firms in Mexico and Guatemala. Especially interested in fresh fruit (grapes, apples), mustard seed, California wines. Offers to export all kinds of products.

4310 REPRESENTATION IN COLOMBIA—Bastilo Tristan V., P. O. Box No. 860, Bogota, Colombia, would like to represent American manufacturers of all types of goods on a commission basis.

4311 REPRESENTATION IN GREECE—George R. Papavasiliou & Company, 8 Calamotou Street, Athens, Greece, wish to represent American manufacturers and exporters of textile goods, yarns and threads, hand tools, household ware, cutlery, iron and steel products, haberdashery, leather and rubber goods, sundries. Two offices, Salonica and Patras, cover the entire country.

4312 TRADE WITH TANGIER—Tajmal Nounal Aswani, Siaghins, 58-1, Tangier, French Morocco, wishes to do business with American trading firms. Sales territory covers Tangier, French and Spanish Morocco, Gibraltar and Canary Islands.

4313 REPRESENTATION IN CUBA—J. Moucy v. Compañia Empedrado No. 252, Edificio "Arlequin," Dpto. 201, Habana, Cuba, seek to act as commission agents and representatives.

4314 TRADE WITH CEYLON—Thomas Washington & Co., No. 530, St. Anthony's Road, Moratuwa, Ceylon, seek representations of American manufacturers.

4315 MEXICAN EXPORTS—His Mex, S. A., Paseo de la Reforma 8, Mexico, D. F., are manufacturers and exporters of articles of gold and silver, Mexican curios, metals, etc. Photographs of offerings and prices at World Trade Department.

4316 REPRESENTATION IN MEXICO—Ferreterias y Tipografias de Ocano, Tajin 117, Col. Marvarte, Mexico, D. F., wishes the representation of manufacturers or their agents for the whole of Mexico in the following lines: radios, typewriters, adding machines, calculators, stationery articles, electrical articles, hardware, printing materials, flashlights, etc.

4317 FURNITURE MANUFACTURERS—Vall dejalay & Segarra, Inc., Sol and Leon Streets, Ponce, Puerto Rico, would like to get in touch with furniture manufacturers handling metal beds, wooden beds, springs, mattresses, cane seat and back, cane seat and slat back, cushion seat and slat back, cushion seat and cane back, bedroom and dining room furniture, cribs, breakfast sets, bedroom sets, chiffoniers, wardrobes, kitchen safes.

4318 EXPORTS TO MEXICO—El Progreso, Lucio 22-c, Jalapa, Ver., Mexico, seeks representation or exclusive distribution of American manufacturers for State of Vera Cruz.

4319 EXPORTS TO BELGIUM—Societe de Commission, Courte Rue des Claires 8, Anvers, Belgium, would like to make connections with producers of grain, cattle food and general produce.

Navy Day Will Honor World's Greatest Navy Force

World War II saw the United States Navy become the greatest seapower in the history of the world.

● Conversion for War

The story of this giant growth was not merely one of building thousands of ships and procuring hundreds of thousands of men. It was also a story of how civilians were quickly converted into Naval officers and men for a war which accepted as commonplace such new terms as "amphibious warfare," "rocket propulsion," "radar" and enemy "suicide" planes.

The "two-ocean" Navy authorized by Congress on July 1, 1940, took form rapidly, expanding from approximately 4,500 vessels of pre-Pearl Harbor days to 91,209 vessels of all types by July 1 this year. The Navy completed 1,265 combatant ships including 10 battleships, 27 larger aircraft carriers, 110 escort carriers, and 45 cruisers in this same period.

To man this Navy, the July 1, 1940 personnel of 160,997 was enlarged to 3,389,000 on June 30, 1945. The Marine Corps was expanded from 28,364 to 476,709 and the Coast Guard personnel climbed from 13,766 to 171,192.

Expenditures under the Navy War Program during the five years aggregated \$90,500,000,000—almost two-thirds of the \$138,600,000,000 which the Navy was authorized to obligate.

Naval aircraft sank more than half of the enemy submarines sent to the bottom by the Navy. Navy and Marine aircraft destroyed more than 17,000 Japanese planes. Fleet plane losses in combat in the Pacific were about 2,700. Approximately 11,000 planes, including planes in pools and in transit, were deployed in the Pacific. The Naval Transportation Service flew nearly 77,000,000 miles last year. Naval air stations grew from 38 in July 1940 to 177. Naval Aviation personnel, including Marines, on July 1, 1945 totaled 750,000.

C of C Representative at Supervisors' Meeting

Attending the Board of Supervisors meeting, Monday, Oct. 22, was:

Carl J. Eastman, member San Francisco Chamber Board.

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General Business Activity

Thumb Nail Sketch: by the Research Department

• TREND

Business conditions during September, the first full postwar month, in both San Francisco and Bay Area were above September last year.

Bay Area financial transactions amounted to \$2,186,139,000 in September compared to \$2,170,961,000 in August and \$2,109,686,000 in September last year. The September increase over last September amounted to 3.6 per cent. In San Francisco bank debits for September amounted to \$1,708,637,000 compared to \$1,633,802,000 in August and \$1,590,497,000 in September 1944. The September total was 7.4 per cent above same month last year. September Bay Region department store sales were identical with September a year ago, but apparel store sales were up 11 per cent.

Our general business activity index for San Francisco for September at 192.8 was 3.5 per cent above last September. The average for the nine months of 1946 was up 8.8 per cent over the same period last year. In San Francisco during the first nine months construction permits were up 23.9 per cent in number and 7.7 per cent in value; real estate sales 16.9 per cent in number and 33.4 per cent in value; department store retail sales 14.4 per cent; postal receipts 61.5 per cent; and stock exchange transactions 33.4 per cent in number and 67.7 per cent in market value. In the transportation field, freight car movements were off 0.8 per cent, but San Francisco Airport traffic rose 68.9 per cent in number of planes and 79.0 per cent in number of passengers, and air mail loaded 140.4 per cent. Industrial and commercial gas sales were up 16.8 per cent and electrical energy sales 10.8 per cent. Water connections were up 4.5 per cent.

• EMPLOYMENT STATUS

Job opportunities in the San Francisco Bay Area in the middle of October amounted to 27,789, and in San Francisco 12,697 according to the U. S. Department of Labor, while the total unemployment claims on file amounted to 19,822 in the Bay Area and 5,516 in San Francisco according to the U. S. Employment Service, who also report that the total placements in San Francisco during September amounted to 7,413 of which 5,995 were industrial and 1,418 commercial.

• MANUFACTURING INDUSTRIES

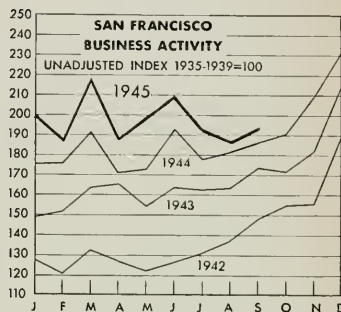
The manufacturing industries in the San Francisco-Oakland Industrial Area were employing 151,000 wage earners in September of which 84,100 were in the durable field and 67,000 in the non-durable. In August the number employed amounted to 184,300 of which 124,400 were in the durable and 59,900 in the non-durable, and a year ago in September the wage earners total amounted to 258,000 of which 188,500 were in the durable group and 69,500 in the non-durable.

The average weekly earnings in all manufacturing groups in September amounted to \$45.61 compared to \$58.21 in August and \$58.99 in September a year ago. The average hourly earnings in September amounted to \$1.224 compared to \$1.340 in August and \$1.343 in September last year. The average hours worked per week during September amounted to 37.3 compared to 43.5 in August and 43.9 in September last year.

In non-manufacturing industries September payrolls compared to last September were up 5.2 per cent; retail trade 1.9 per cent; hotels 9.6 per cent; and laundry and cleaning 9.6 per cent.

• TRADE

Sales reported by 19 department stores in the Bay Region were identical to last September but the 9 months' cumulative was up 13 per cent over last year. September sales in the Central Valley were up 6 per cent with the cumulative up 11 per cent, and



in the Los Angeles area September sales were up 4 per cent with cumulative period up 12 per cent.

Sales at wholesale on the Pacific Coast according to reports from 243 establishments to the Bureau of the Census for the first eight months were up 3 per cent. Among the groups showing increases were: automotive supplies 18 per cent; clothing and furnishings, except shoes, 2 per cent; electrical goods 4 per cent; fresh fruits and vegetables 9 per cent; groceries and foods 4 per cent; industrial supplies 7 per cent; lumber and building materials 4 per cent; metals 2 per cent; and leather and shoe findings 18 per cent.

Among the groups showing declines compared to the same period last year were: dry goods off 4 per cent; furniture and house furnishings 11 per cent; meat and meat products 11 per cent; general hardware 3 per cent; plumbing and heating supplies 25 per cent; jewelry 1 per cent; and machinery 2 per cent.

• TRAFFIC

September freight car movements in the San Francisco-Oakland switching limits totaling 59,991 were 19.3 per cent under September a year ago, but the cumulative for the 9 months' period of 625,802 was up 1.5 per cent.

Bridge traffic during September, the first full calendar month with gasoline rationing removed, revealed strong increases. On the Golden Gate Bridge vehicular traffic totaled 619,496 crossings or an increase of 50 per cent over September last year, while on the Bay Bridge vehicular crossings amounted to 2,129,791, representing an increase of 34.5 per cent over September a year ago. During the same period train and bus passengers carried by the Key System over the Bay Bridge rose only 1.8 per cent.

Luncheon Announcement Inside

"Yes" on #1 Will Help S. F. Chances of Securing U. N. O. Seat, Says Welch

Highway Legislation To Be Discussed At Conference

Passage of a concurrent resolution early this month by the Senate and House—giving the go-signal to highway construction and immediately authorizing expenditure of \$500,000,000 in federal highway funds—will be the subject of discussion before the Redwood Empire Inter-County Highways Conference at Ukiah on November 9.

The conference will consider a program to acquire the maximum amount of funds for construction, reconstruction and improvement of highways and streets in the Empire, and inclusion of highway sectors in the federal aid system.

The resolution passed by Congress also makes available \$1,000,000,000 for the next two fiscal years, a total with state matching funds of three billion dollars.

American President Resumes Pacific Cargo Bookings

Heavy increase in trans-Pacific traffic over peak pre-war figures is in prospect during the post war reconstruction years immediately ahead, according to a prediction made at a Washington press conference by Henry F. Grady, president of the San Francisco Chamber of Commerce and head of the American President Lines.

● **American President's Plans.** Grady, recently appointed as President Truman's personal representative to observe the forthcoming Greek elections, discussed his company's plans for an early return to full-scale commercial steamer services to the Orient.

"Our company recently reopened its Shanghai office, and is planning an early resumption of operations at other key ports throughout the Far East," Grady said. "We are already well established in the Philippines, having reopened the Manila office soon after liberation. We are also operating a fleet of inter-island steamers as agents for the War Shipping Administration, calling at such outposts as Iloilo and Cebu, thus aiding materially in reconstructing the Philippine economy.

"On the basis of a presumed greatly expanded trade . . . we are projecting a fifty percent increase in our Far Eastern personnel over the staff required in pre-war years."

Grady stated that delay in working out adequate banking facilities in Far Eastern countries which would establish rates of exchange between foreign currencies and U. S. dollars and make possible the issuance of letters of credit was retarding the return to normal trading operations, particularly with China. He said that cargoes were now going forward on consignment, but that no great volume of commerce would follow until some orderly means for transmitting funds in payment of exports were set up.

San Francisco has a responsibility in providing satisfactory airport facilities, according to Honorable Richard J. Welch, Congressman from the Fifth District of California.

C of C Board Adopts New Bridge Proposal

A resolution supporting proposal for a study of the need for a second bridge or other crossing between San Francisco and the East Bay has been adopted by the Board of Directors of the San Francisco Chamber of Commerce upon recommendation of its Street and Highway Committee.

● Subject of Meeting

This proposal will be considered at a meeting of the State Toll Bridge Authority in Sacramento on October 30.

According to a current report of the principal bridge engineer, the Bay Bridge is now carrying about 71 thousand cars per day against an estimated capacity of 80 thousand per day made at the time the bridge was opened. It is thus apparent, the report continues, that the bridge is fast approaching its saturation point.

Boke Appointed Regional Head U. S. Bureau of Reclamation

Richard L. Boke of California has been appointed by Secretary of Interior Harold L. Ickes to fill the post of Director of Region II, U. S. Bureau of Reclamation, succeeding the late Charles E. Carey.

Region II embraces the Central Valley Project, Northern California, and a part of Oregon with headquarters at Sacramento.

A land-use specialist, Boke has been supervisor of Operation and Maintenance in Region II of the Bureau for the past eight months. Before joining the Bureau, he was connected with the Foreign Economic Administration in charge of food production and purchasing in Latin America.

Intercoastal Service From S. F. Is Resumed

Intercoastal service from San Francisco was resumed today after having been suspended since January, 1942.

● **Luckenbach Sailing.** The vessel to which the honor goes is the "Navajo Victory," operated by the Luckenbach Line as agent for the War Shipping Administration. She will be followed, with gradual increase in frequency of sailings, by other W.S.A. vessels operated by the lines in the trade before the war. A total of nine sailings from San Francisco has been scheduled during this month.

Within the next few days, several vessels are scheduled to depart from Atlantic and Gulf ports, the first of which is scheduled to arrive in San Francisco November 26th. The rates will, for a time at least, be the same as those in effect prior to the war.

● **A 50-50 Basis.** "Congress is about to pass a bill to provide federal aid for the development of public airports. The bill requires that a local community, such as San Francisco, must match the federal appropriation on a 50-50 basis and must have the money on hand.

"San Francisco is today at the cross-roads," continued Welch. "The city must make a choice. It will either slip back or go ahead. In order to go ahead, it is imperative to have adequate airport facilities on San Francisco's peninsula to meet any future need. Therefore, the people of San Francisco must realize that the city's future prosperity is closely tied up to an adequate airport, as well as to our great seaport.

"San Francisco is being seriously considered as the seat of the United Nations. Failure to authorize the airport bond issue in November will unquestionably limit San Francisco's chance of securing this great prize," Welch concluded.

United To Use C-54's for Cargo, Passengers

United Air Lines has taken delivery on the first two of a fleet of four-engined, 220-mile-an-hour C-54 type airplanes for which it is negotiating a lease with R.F.C., W. A. Patterson, United's president, has announced.

● **Reconversion.** These planes, formerly in Army service, will be reconverted to meet commercial airline traffic requirements and 44 seats will be installed in each. They will carry twice as many passengers as the present twin-engined DC-3 transports, as well as a much larger cargo load.

Because of the reconversion job, the first coast-to-coast schedules will not be flown until January, according to Patterson.

SURPLUS PROPERTY

The Navy Material Redistribution and Disposal Office, 785 Market Street, is receiving bids on the following:

● **Under Sales Catalog #B-158-46,** until 10:00 A.M. November 15, on one scrap riveting machine, on 424 gun mounts to be sold as mixed ferrous and non-ferrous scrap, on 6 hand spray pumps in use-fair condition, and on one ditty duplicating machine in used-fair condition.

● **Under Sales Catalog #B-157-46,** until 10:00 A.M. November 9, on 1,011 scrap wet three-cell storage batteries, on 80,000 lbs. of mixed brass scrap, on 100,000 lbs. of copper scrap, and on 1 30-ft. boom extension for Lorain M.C.-4 crane in used-fair condition.

● **Under Sales Catalog #B-159-46,** until 10:00 A.M. November 2, on 1,000 gross tons of salvage anchor chain, on 140 gross tons of miscellaneous scrap and 4 tons of scrap zinc solids.

● **Under Catalog B-12-46,** the Mare Island Navy Yard Supply Department will receive bids until 2:00 P.M., November 2, on the following material, some of which is packed in original containers:
Oil filter refills, valves, regulators, locknuts, Y-branches, tees, crosses, gauges, flanges, wheels, screws, washers, nipples, turnbuckles, insulating material, horns, bits, calipers, clamps, cutters, pins, bottles, glass, fuses, grease, gypsum, anvils, containers, cups, hand lanterns.

C of C Names World Trade Manager

Committee Nominates Cof C 1946 Board of Directors

The Nominating Committee of the San Francisco Chamber of Commerce, headed by J. W. Mailliard, Jr., and elected in pursuance of the Chamber By-Laws, has unanimously nominated the following 31 as regular members of the Board of Directors to be voted upon by the membership at the Chamber's Annual Election Tuesday, November 27, 1945:

● New director nominations:

R. D. Brigham, vice president, Anglo California National Bank; Belford Brown, assistant to the controller, San Francisco Bank; Milton H. Esberg, district sales supervisor, General Cigar Company; Seeley V. Hall, regional vice president—operations, United Air Lines; Leland M. Kaiser, partner, Kaiser & Company; Daniel E. Koshland, vice president-treasurer, Levi Strauss & Company; Sidney Levy, vice president-secretary, Levy Zentner Company; E. W. Mason, vice president and general manager, Western Pacific Railroad Company; George G. Montgomery, vice president, Castle & Cooke Ltd.; John T. Pigott, president, Kern County Land Company; Ward G. Walkup, president, Walkup Drayage Company.

● Director renominations:

Herbert V. Alward, vice president, The Bank of California, N. A.; J. F. Barrett, partner, Barrett & Hilp; Ralph R. Brunton, president, Radio Station KQW; Lew Cook, divisional manager, Safeway Stores; Carl J. Eastman, vice president and Pacific Coast manager, N. W. Ayer & Son, Inc.; Frank Edwards, president, Frank Edwards Company; George H. Jess, vice president, Pacific Telephone & Telegraph Company; Earl Lee Kelly, chairman of the board, First California Company; John M. Kennedy, president, Kennedy-ten Bosch Company; Harold W. Kilpatrick, president, Kilpatrick's San Francisco Bakery; Clifton H. Kroll, senior partner, Atkins, Kroll & Company; Andrew J. Lynch, president, Cosgrove & Company, Inc.; E. J. McClanahan, vice president in charge of domestic marketing, Standard Oil Company of California; Julius Marx, vice president, Haas Bros.; Alfred H. Meyer, president, Leo J. Meyberg Company, Inc.; John E. Pickett, editor, Pacific Rural Press; Frank K. Runyan, president, Western Furniture Mart; Karl F. Schuster, president, Acme Breweries; George C. Tenney, president, McGraw-Hill Company of California; Brayton Wilbur, president, Wilbur-Ellis Company.

CANCCOCE To Meet Nov. 6

CANCCOCE members will hold their monthly luncheon meeting at the San Francisco Commercial Club on November 6.

The meeting will be a round-table discussion on fundamentals of Chamber of Commerce operation.

New members recently elected to the organization are: Norman H. Holt, Hanford; George Cracknell, Hayward Area; N. S. Coombs, Napa; Will L. Chandler, Oroville; Mrs. Barbara Warner, Yreka; and Ruben Neuhaerth, Pittsburg Chamber.

See Inside

Appointment of Alvin C. Eichholz as manager of the World Trade Department of the San Francisco Chamber of Commerce has been announced by Louis B. Lundborg, general manager of the Chamber.

Lundborg announced that Eichholz will take over his new position on November 1st.

C of C Board Registers Opposition to Increase in Postage Rates

A resolution opposing the proposed increase in 4th class mail postage rates has been adopted by the Board of Directors of the San Francisco Chamber of Commerce upon recommendation of its Domestic Trade Committee.

Three bills to increase postage rates are now pending before Congress. They include: an Act readjusting the rates of postage on 4th class mail matter, a Bill readjusting the rates of postage on books of 4th class mail, and a Bill readjusting the rates of postage on catalogs and similar printed advertising and other material of 4th class mail.

According to the Domestic Trade Committee, passage of these bills would increase the cost of distribution for those concerns making extensive use of matter taking 4th class mail rates, particularly so when it concerns matter moving to or from the more distant postal zones. The Committee states that the proposals are unimply because the operations of the Post Office Department currently are creating a surplus, and there is no good apparent reason why rates should be increased now.

C of C World Trade Managers Will Meet In Oakland Nov. 1

Managers of World Trade Departments of Pacific Coast Chambers of Commerce will participate in a two-day conference, sponsored by the World Trade Department of the Oakland Chamber of Commerce, on November 1-2 in the Board room of the Oakland Chamber.

Purpose of this meeting is to discuss problems of common interest and to outline methods of cooperative action.

Chambers represented include Seattle, Portland, San Francisco, Oakland, Los Angeles and San Diego.

Foreign Trade Sailings Are On the Increase

Frequency of sailings from San Francisco will be stepped up as more vessels become available and the situation in the Orient becomes more stable.

San Francisco exporters will be especially interested in the reopening of the ports of Shanghai, Hong Kong and Saigon and the establishment of regular service to these ports, in addition to the already resumed service to Manila.

Service to Australia, Cuba, Puerto Rico, Central America and both coasts of South America is now available, and resumption of other services is expected shortly.

"Eichholz has had broad experience in foreign relations and trade promotion, including service in thirty-six foreign countries," Lundborg said, "and has authored a number of books surveying trade in foreign countries."

Eichholz is a former San Franciscan, having served as commercial agent to this district's office of the Bureau of Foreign and Domestic Commerce, following a period of service for the Bureau in both South America and Washington, D. C.

In 1934 he transferred to the Bureau's Los Angeles office as Assistant District Manager, and in 1942 joined the staff of the Los Angeles Chamber of Commerce as Assistant Manager, World Trade Department, in charge of trade promotion activities.

"Eichholz has made a number of outstanding contributions to the field of world trade," Lundborg stated. "During his association with the Bureau of Commerce, he inaugurated a trade promotion plan of counseling manufacturers in foreign trade programs, opportunities and techniques. While on the staff of the Los Angeles Chamber of Commerce, he was responsible for inaugurating, organizing and conducting basic trade promotion for post-war which included the organization of World Trade Clinics. He also handled the organization of meetings of the Southern California World Trade Institute, under which studies were made of many of the broad current international trade problems."

"His intensive work in behalf of foreign trade will be of utmost value to the San Francisco Bay Area and will greatly aid in carrying out the plans of the Chamber's World Trade Department," Lundborg concluded.

**Vote
as you please
but
please VOTE!**

Survey of Business Conditions in San Francisco

BRANCH OF ACTIVITY	SEPTEMBER 1945	SEPTEMBER 1944	PER CENT CHANGE	9 MONTHS 1945	9 MONTHS 1944	PER CENT CHANGE
GENERAL BUSINESS ACTIVITY S. F. C. of C. Index 1935-39 Avg.=100.	192.8	186.3	3.5	196.7	180.7	8.8
CONSTRUCTION PERMITS						
Total..... (number)	520	273	90.5	3,870	3,140	23.9
Residential, New..... (number)	1,355,658	537,004	98.2	10,807,910	10,036,365	7.7
Single-family Dwellings, New..... (number)	143	74	98.2	1,129	1,152	-2.0
Non-Residential, New..... (number)	773,275	285,000	171.3	6,029,925	6,752,025	-10.7
Additions, Alterations and Repairs..... (number)	128	70	82.9	774	1,078	-18.2
Installations..... (number)	645,175	261,000	147.2	3,399,425	3,672,200	-7.4
Releases..... (number)	14	8	75.0	88	76	15.8
RETAIL DEPT. STORE SALES						
San Francisco..... (index)	162,400	60,845	166.9	1,639,240	522,750	213.6
FINANCE						
Bank Deposits..... (\$000)	231	133	73.7	1,850	1,445	37.5
Bank Clearings..... (\$000)	391,292	177,069	121.0	2,696,241	2,652,345	1.7
Postal Receipts..... (\$)	132	58	227.6	823	567	45.1
San Francisco Stock Exchange..... (no. shares traded)	(value)	(value)				
Commercial Failures..... (number)	28,691	14,820	93.6	227,664	109,145	108.6
LIABILITIES						
Liabilities..... (number)	1,152	1,109	3.9	11,643	9,956	16.8
Assets..... (value)	11,420,909	9,610,707	18.8	126,032,050	94,447,319	33.4
Mortgages & Deeds of Trust..... (number)	1,022	1,057	-3.3	.....	9,452	.....
Releases..... (amount)	9,110,416	8,896,426	2.4	.....	71,609,365	.....
RETAIL DEPT. STORE SALES						
San Francisco..... (index)	200	197	1.5	191	167	14.4
FINANCE						
Bank Deposits..... (\$000)	1,708,637	1,590,497	7.4	15,499,059	14,429,142	7.4
Bank Clearings..... (\$000)	1,267,602	1,264,129	0.3	11,440,043	10,824,042	5.7
Postal Receipts..... (\$)	4,975,427	2,023,298	145.9	39,246,030	24,304,478	61.3
San Francisco Stock Exchange..... (no. shares traded)	690,810	416,013	66.1	6,029,166	4,511,800	33.4
Commercial Failures..... (number)	14,891,845	7,640,738	94.9	123,634,301	73,707,932	67.7
LIABILITIES						
Liabilities..... (number)	1	3	-66.6	7	12	-55.3
Assets..... (value)	69,407	221,486	-68.6	159,454	293,291	-45.6
Mortgages & Deeds of Trust..... (number)	2,550	166,070	-98.5	13,835	173,774	-92.0
RETAIL DEPT. STORE SALES						
San Francisco..... (index)	180.2	307.6	-41.5	256.3	307.2	-23.1
FINANCE						
Bank Deposits..... (\$000)	260.9	578.2	-54.9	443.9	580.9	-23.6
Bank Clearings..... (\$000)	172.8	157.7	9.6	167.1	157.2	6.3
Postal Receipts..... (\$)	148.5	141.1	5.2	151.5	142.1	6.6
San Francisco Stock Exchange..... (no. shares traded)	138.0	136.0	1.9	138.6	130.0	6.6
Commercial Failures..... (number)	210.8	192.4	9.6	202.0	184.6	9.4
LIABILITIES						
Liabilities..... (number)	7,413	15,259	-51.4	93,514	109,760	-14.8
Assets..... (value)	5,995	14,018	-37.2	82,532	99,292	-16.9
Mortgages & Deeds of Trust..... (number)	1,418	1,241	14.3	10,982	10,468	4.9
TRANSPORTATION						
Freight Car Movements..... (number)	27,978	31,106	-9.1	275,090	277,378	-0.8
San Francisco Airport Traffic..... (no. planes)	3,220	1,801	78.8	23,911	14,162	68.9
Express Shipments—Rail..... (no. passengers)	43,459	25,764	68.7	320,840	179,284	79.0
Air..... (number)	339,688	317,651	6.9	3,030,901	2,643,383	14.7
Express Shipments—Air..... (number)	11,705	9,162	27.7	94,120	71,250	32.1
Air Mail Loaded..... (pounds)	1,733,849	925,291	87.4	16,100,303	6,098,012	140.4
UTILITIES & NEW DEVELOPMENTS						
Electric Energy Sales Index..... (k.w.hrs.)	168	164	2.4	184	166	10.8
Industrial & Commercial Gas Sales..... (cu.ft.)	1,043,020,000	1,000,579,700	4.2	9,840,301,900	8,424,029,700	16.8
Water Consumers..... (net gain)	166	167	-0.6	1,736	1,662	4.5
Tourist & Seidler Inquiries..... (number)	137	50	174.0	1,107	532	108.1
DAIRY RECEIPTS, FRUITS & VEGETABLES						
Butter..... (pounds)	2,028,904	3,553,152	-42.9	39,939,222	38,627,497	3.4
Cheese..... (pounds)	1,171,128	1,524,512	-23.2	12,328,453	11,550,731	6.7
Eggs..... (dozens)	100,279	101,272	4.9	1,190,277	1,417,412	-17.0
Poultry, Dressed..... (pounds)	2,874,055	2,380,158	20.6	14,917,324	20,878,431	-28.6
Fruits & Vegetables..... (carlots)	1,418	2,403	-41.0	17,151	18,089	-8.8
LIVESTOCK SLAUGHTER (b) (total number)	187,419	199,954	-6.3	1,794,426	1,902,640	-5.7
Cattle..... (number)	40,714	39,430	3.3	378,974	310,924	21.9
Calves..... (number)	13,548	17,736	-23.6	110,017	117,868	-6.7
Sheep and Lambs..... (number)	109,544	100,530	9.0	1,040,377	896,685	16.0
Hogs..... (number)	23,613	42,258	-44.1	265,058	576,163	-54.0
S. F. LIVING COSTS 1935-39 Avg.=100						
Food..... (index)	(d)147.7	143.3	.....	(d)147.2	142.7	.....
Clothing..... (index)	(d)143.0	138.8	.....	(d)142.4	135.7	.....
Rent..... (index)	(d)106.0	106.3	.....	(d)106.3	106.2	.....
Fuel, Electricity & Ice (c)..... (index)	(d)92.6	92.6	.....	(d)92.7	92.6	.....
House Furnishing Goods..... (index)	(d)132.2	138.7	.....	(d)132.0	128.4	.....
Miscellaneous..... (index)	(d)133.1	129.8	.....	(d)132.3	128.0	.....
All Items..... (index)	(d)132.5	129.9	.....	(d)132.2	128.6	.....

(a) These data are based on reports submitted to the Division of Labor Statistics and Law Enforcement, State of California.

(b) Federal Inspection—San Francisco District.

(c) Gas costs have declined since 1925 and electricity costs since 1921.

(d) Not available in time for Survey.

Acknowledgment is hereby made to Thomas Magee & Sons, Dun & Bradstreet, Inc., local utilities, private organizations, Federal Reserve Bank of San Francisco, California State Departments of Industrial Relations, Agriculture, and Employment, and the United States Departments of Labor, Agriculture, and Commerce, and the United States Bureau of the Census, for the basic data each contributed toward this survey compiled by the Research Department, San Francisco Chamber of Commerce.

"The Pipeline to Prosperity!"



a talk by

WALTER D. FULLER

President, Curtis Publishing Company

Publishers of the Saturday Evening Post

Sponsored by:

SAN FRANCISCO CHAMBER OF COMMERCE
COMMITTEE ON ECONOMIC DEVELOPMENT
SAN FRANCISCO COMMERCIAL CLUB

at Luncheon in the Commercial Club

Wednesday,

November 14, 1945

**Tables are not reserved, but tickets must be purchased in advance. Members will be taken care of to the limit of capacity, but it will be to your advantage to make reservations early before ticket sales are opened to the general public.*

SAN FRANCISCO CHAMBER OF COMMERCE

33 Pine Street, San Francisco 4, California

Please reserve.....place(s) for me at \$1.50 each at luncheon honoring WALTER D. FULLER, Wednesday, November 14, 1945, in the San Francisco Commercial Club, at 12 noon. (Kindly enclose self-addressed envelope for forwarding tickets.)

Name

Firm

Address

CHECK
ENCLOSED

*At Luncheon in

The San Francisco Commercial Club

Wednesday Noon

November 14, 1945

Price \$1.50 per plate
{ \$1.46 plus 4c tax }

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, Ext. 72, and refer to the Trade Tip's number.

VISITORS TO SAN FRANCISCO—Representatives of Renato Arana & Company, Managua, Nicaragua, will be in San Francisco for the next few weeks. Seek distribution and representation of American products in Central America in general and Nicaragua in particular. Interested in all types of goods, particularly canned food and textiles. May be reached at 1132 Fell Street, U'nderhill 8239.

Francisco Silva, Jr., arrives soon in San Francisco on behalf of F. R. de Aquino & Co. Ltda., of Rio de Janeiro and Sao Paulo, Brazil. Interested in contacting local manufacturers who wish to find new sales outlets in Brazil through representatives and distributors, such as his organization offers. Those interested may direct correspondence care of World Trade Department, San Francisco Chamber of Commerce.

K. A. Lavis, managing director of United Metal Industries Limited, Brisbane, Australia, expects to be in San Francisco shortly. Interested in new materials and new uses for known materials, new fittings and plant which may be incorporated or added to the present manufactures of the company, also the manufacture under license of suitable products. Lines: domestic and heavy duty stoves; heaters, boilers, cooking and storage equipment; hospital furniture; office equipment; furniture; dairy plant equipment; refrigerator cabinets, etc.

Commander H.R. Hedberg, vice president of A. B. Stille-Werner, Stockholm, Sweden, will be in San Francisco shortly to contact manufacturers of medical and surgical supply goods, quartz lamps and articles for nursing and baby's care. Letters to Commander Hans Hedberg may be addressed care of the Swedish Consulate General, 64 Pine Street, San Francisco.

3200 CALIFORNIA—H. Nadel, 2424 Fordham Street, San Pablo, California, American, many years resident in South America, returning to the Northern States of Brazil, desires connections with U. S. companies interested in this territory.

3411 PINE STREET FOR NEW ZEALAND—Spending Limited, Auckland, New Zealand, anxious to secure quotations from manufacturer for five and one-half and six foot porcelain enameled baths for early shipment. Are hopeful government will grant import licenses due to housing shortage.

4322 EXPORTS TO CUBA—Frank Laverina, Box 444, Camaguey, Cuba, would like to act as representative or commission agent for manufacturers and exporters. Interested in notions, office supplies, novelties, hardware, dry goods, flour, newspaper, school supplies, sport goods, drugs, toys, jewelry.

4323 REPRESENTATION IN PUERTO RICO—Hector Brana, P.O. Box 3116, Marina Sta., Mayaguez, Puerto Rico, seeks representation of firms handling groceries.

4324 REPRESENTATION IN PANAMA—Onofre A. Sousa B., Box 1356, Panama City, Republic of Panama, would like to act as representative of exporting companies.

4325 FIJI GOODS—Sundarjee Bros., G.P.O. Box 46, Renwick Road, Suva, Fiji, specialize in silver, filigree, ivory, tortoise shell, loose catseye and other island souvenirs. Prices at World Trade Department.

4326 AGENT IN MEXICO AND CENTRAL AMERICA—E. J. Bundell, Polaris Lake, Mining Co., H. L. Faulkner, Juneau, Alaska, will establish trading business in Mexico and Central America, would like to act as agent and correspondent for American firm with business to conduct in that territory.

4327 CEMENT FOR MEXICO—Lezama y Cortina, Gomez Farias No. 4, Mexico, D.F., would like to hear from cement mills willing to ship to Mexico. Would like quotations per barrel with freight allowed to El Paso, Texas. If practical to ship by boat to Manzanillo, Mexico, would like quotations C.I.F. Manzanillo Mexico.

4328 REPRESENTATION IN PUERTO RICO—Albert J. Suarez, Box 4303, San Juan, Puerto Rico, wishes to act as sales representative for producers of consumer goods, serving drug stores, department stores and chain stores. Also interested in other lines.

4329 LUMBER FOR ARGENTINA—M. T. Meadows y Cia., Sarmiento 459, Buenos Aires, Argentina, seeks contact with Pacific Coast shippers of Douglas fir and California white pine.

4330 EXPORTS TO HOLLAND—N.V. Nederlandse Groothandelmaatschappij, Postbus 391, Rotterdam, Holland, seeks connections with manufacturers and exporters of all kinds of goods except heavy machinery. Willing to operate as direct buyers or sole selling agents.

4331 EXPORTS TO COLOMBIA—A. Arditia Duran & Cia., Apartado Postal No. 2977, Bogota, Colombia, seeks connections with firms handling canned foods, hardware, drugs and office supplies.

4332 REPRESENTATION IN NICARAGUA—R. E. Harding, Managua, Nicaragua, is anxious to act as representative or agent for firms handling Manchester goods, chemicals and drugs, rubber goods, etc.

4333 EXPORTS TO MANILA—Continental Commercial Company, P.O. Box 992, 813-815 T. Alonzo St., Manila, Philippines, seeks connections with manufacturers, producers, exporters of drugs and chemicals, hardware and plumbing, novelties, dry goods and textiles.

4334 BOOKS, TYPEWRITERS FOR MANILA—Valenzuela Stamp Company, 2133 Rizal Avenue, Manila, Philippines, would like to purchase rebuilt typewriters, law books and collegiate text books.

4335 TRADE WITH ITALY—Ditta Carlo Giubelli, S. Felice 4117-18, Venezia, Italy, seeks connections with importers of Venetian and Florentine fancy decorated leather goods. Would like to hear from firms willing to act as their representative. Also seek connections with manufacturers exporting tanned goatskin and sheepskin.

4336 REPRESENTATION IN HONDURAS—Miguel Davila Cordova, Tegucigalpa, D. C. Honduras, acts as commercial agent, buyer and distributor for Honduras, seeks representations of American manufacturers and exporters of bicycles, hardware, foodstuffs, machinery, dry goods, novelties, tableware, electrical materials, stationery, toilet articles, household supplies, etc.

4337 TRADE WITH ITALY—Arnaldo Breschi, Via Lima 28, Roma, Italy, seeks connections with importers, exporters and manufacturers interested in trade with Italy. List of Italian goods available for export at World Trade Department.

4338 EXPORTS TO MANILA—Juan J. Angeles, 1266 Don Quijote, Sampaloc, Manila, Philippine Islands, would like to contact exporters of textiles (piece goods and remnants), toys (for Christmas), shoes, toilet articles.

4339 COSMETICS FOR BRITISH COLOMBIA—L. C. Huff, Western Air Command Headquarters, Fourth Avenue West, Vancouver, B. C., plans to act as agent for manufacturers of cosmetics. Interested in hearing from manufacturers seeking outlets in British Columbia.

4340 AGENT IN CANADA—O. A. Boncher, Box 333, Calgary, Alberta, Canada, would like to act as agent for manufacturers.

4341 REPRESENTATION IN BELGIUM—L. C. Huyebroek, 14 Rue Caponillet, Brussels, Belgium, is interested in representing U. S. manufacturers exportable, competitive lines for the territory of Belgium and Luxembourg.

4342 REPRESENTATION IN PUERTO RICO—J. A. Garcia, P. O. Box 447, San Juan, Puerto Rico, would like to act as representative in Puerto Rico and Caribbean area for paper and match manufacturers, fruit packers.

4343 EXPORTS TO CUBA—Rafael Fernandez Graaillio, P.O. Box 443, Havana, Cuba, desires to represent manufacturers and exporters of all sorts of goods, especially food products, wall glazed tiles, sanitary equipment, etc.

4344 TRADE WITH HOLLAND—Verkoopkantoor NVOVA Venendaal, Netherlands, are importers of canned fruit of all kinds, canned salmon and sardines, chocolate and chewing gum.

F. W. Koudijs, Huyledsingel 40, Rotterdam, are shipping and forwarding agents, desire contact with steamship companies and/or ship owners in the United States who desire a representative in Rotterdam or Antwerp.

N. V. Kokes & Co., Handelscompagnie, J. W. Rijkmanplein 13, Amsterdam (Z.), are importers of machine tools, desire contact with American machine tool builder or exporter.

SPECIAL NOTICE—Pacific Coast Industries, 344 Sacramento Street, San Francisco, (Area 0220), announce the opening of their Manila office. Company acts as general exporters, specializing in paper. Inquiries may be directed to San Francisco address.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 36.

D-6199—GEO. PFAU'S SONS CO., Jeffersonville, Indiana, looking for a representative in this territory for their products, animal Oils.

D-6200—TOM KEEFE, JR., CO., 152 Great Plain Avenue, Needham 92, Mass., would like to represent local manufacturers in New England. Interested in building supplies and housewares. Contacts architects, contractors, plumbing jobbers, hardware dealers, department stores, lumber supply houses and ilk contractors.

D-6201—MR. PHILIP MUNTER, 1355 Union Street, Brooklyn, New York, is desirous of representing a local manufacturer in the Eastern territory or the metropolitan district of New York.

D-6202—THE GARRETT COMPANY, 1015 School Street, Sharon Hill, Pa., would like a representative in this territory for their article in men's clothing. Commission basis.

D-6203—AIR SPEED TOOL COMPANY, 1028 West Slauson Avenue, Los Angeles 44, California, interested in a distributor for their air-powered hack saw and file.

D-6204—DAISS & FALLON & MOORE SALES COMPANY, 544 Market Street, San Francisco, California, interested in representing durable goods, machinery and equipment manufacturers on the Pacific Coast and in the Orient. Also equipped to act as representatives for manufacturers seeking outlets in the Far East Area.

D-6205—MR. ISADORE BENESCH, 636 S. Burnside Avenue, Los Angeles 36, California, interested to act as a representative for manufacturers of hardware, building and contractor materials and supplies in the Los Angeles area.

D-6206—MR. ALLEN H. CARPENTER, 7601 Sheridan Road, Chicago 26, Illinois, interested in exclusive sales agencies in the Mid-Continent. Has had merchandising experience in both retail and wholesale fields. Knows both direct sales and sales promotion.

D-6207—MR. RAYMOND S. GOULD, 40 W. 89th Street, New York City, interested to act as a manufacturer's representative of infants' and children's wear. Acquainted with resident, chain and department stores' buyers.

C of C Representative at Supervisors' Meeting

Attending the Board of Supervisors' meeting, Monday, Oct. 29, was:

Belford Brown, President, Junior Chamber of Commerce.

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WASHINGTON NOTES

*From Washington Office,
San Francisco Chamber of Commerce*

• NEW BUSINESS FIRMS

Establishment of new business firms increased markedly during the first three months of 1945 when about 130,000 firms entered business against less than 50,000 discontinuances during the same period, according to the Bureau of Foreign and Domestic Commerce, Department of Commerce. This compares with a prewar rate of entry and exit of business firms numbering approximately 100,000 a quarter year.

After two years of continuous decline in all lines of business except manufacturing and mining, the number of firms in the business population started to increase during the first part of 1944, it was said. The majority of firms which entered business during 1944 and the first quarter of 1945 were in the retail and service trades. Of the estimated increase of 250,000 firms in all lines of business in this 15 months period, approximately 140,000, or 56 percent, were in retail trade alone.

• MAIL TO CHINA

The Post Office Department has announced that ordinary and registered mail will be accepted for despatch to all of China by ordinary surface means. Acceptable mail includes letters, post cards, printed matter in general, printed matter for the blind and commercial papers and samples. Articles weighing two ounces or less will be accepted for despatch by air direct to China.

• WAR HOUSING LEASES

Owners of private properties leased to the Government for conversion to war housing may negotiate with the Federal Public Housing Authority for early termination of their leases, Federal Public Housing Authority Commissioner Philip M. Klutznick has announced. "Since converted war housing, consisting of almost 50,000 dwelling units, is no longer restricted to war workers," Mr. Klutznick said, "the Federal policy under the leases will be to give the owners an opportunity to recover immediate possession by purchasing the unexpired lease contracts at fair value where consistent with the best financial interests of the Government."

Where it is not possible to reach an agreement with the owner on a fair sales price, the Government will continue to operate the property for the balance of the lease term in order to achieve maximum recovery of public funds. According to Mr. Klutznick, any lease cancellations entered into will be subject to the rights of present tenants, including OPA regulations on rents and occupancy.

Walter D. Fuller, "Saturday Evening Post" Publisher, to Speak at Luncheon

"The Pipeline to Prosperity"—the strengthening of our processes of distribution—is the subject of discussion for Walter D. Fuller, president of the Curtis Publishing Company, publishers of the *Saturday Evening Post*, at a luncheon in the Commercial Club, Wednesday, November 14.



WALTER D. FULLER
President, Curtis Publishing Company

The luncheon is sponsored by the San Francisco Chamber of Commerce, the Committee for Economic Development, and the San Francisco Commercial Club.

Fuller joined the Curtis Publishing Company in 1908 after serving in various office capacities in New York publishing houses. In 1934 he assumed office as president and 1937 became chief executive of Curtis. At present he is serving as director of the Field Development Division of the Committee for Economic Development.

• Director of Organizations

In addition to this post, he is a member of the Board of the Pennsylvania State Chamber of Commerce, director and past president of the National Association of Manufacturers, trustee of the Penn Mutual Life Insurance Company and director of the First National Bank of Philadelphia.

In "The Pipeline to Prosperity" Fuller will compare the American economic system with a pipeline, the sources of which are industry, agriculture, mining, lumbering and fishing.

Stowers to Address Bay Area N.A.A. Meeting on Nov. 30

Harvey Stowers, assistant to the president of the Aircraft Industries Association of America, will be the principal speaker at the next meeting of the San Francisco Bay Area Chapter of the National Aeronautic Association on Friday, November 30, at Villa Charter on Highway 101 near Belmont.

• Showing of Aviation Film

In addition to the speech by Stowers, a motion picture entitled "Battle of China" will be presented by the Army Air Forces.

Reservations for the dinner meeting may be made through Chapter Secretary Jack Muldoon of the Berkeley Pump Company or through the Berkeley Chamber of Commerce, 100 Berkeley Square, Berkeley 1212.

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HISTORIC CHARTER FLAG PRESENTED TO S. F.



Maury Maverick (left), head of the Smaller War Plants Corporation, presents historic "United Nations Charter Flag" to Mayor Roger D. Lapham (right) as gift of President Harry L. Truman to the City of San Francisco at the San Francisco Chamber of Commerce Navy Day luncheon honoring Under Secretary of the Navy Artemus L. Gates (center).

Fashion Editors Honored by S. F. Apparel Manufacturers

Seven editors of leading fashion magazines arrived in San Francisco last week to select San Francisco apparel to be shown with Los Angeles garments at a fashion show celebrating the opening of a school of fashion design at the University of California at Los Angeles.

• First Fashion Course

The new university department will open with the fall semester on November 12, and is the first fashion course to be included in a California college curriculum.

At a luncheon sponsored by the San Francisco Apparel Manufacturers Association in honor of the style experts, Adolph P. Schuman, Lilli Ann Company, president of the San Francisco garment manufacturing group, hailed the fashion design department as concrete recognition of the pre-eminence of California designers in the field of style apparel.

"Both northern and southern California have achieved enviable international reputations as sources for distinctive clothing," he said, "and the action of the State Board of Education in establishing this school will create added opportunity for students wishing to fit themselves for careers in California fashion industries."

Grady Lauds Handling of Bridge Proposal At Area Conference

Commendation for the successful handling of the proposal for a study of the need for a second bridge or other S. F.-East Bay crossing at the recent meeting of the California Toll Bridge Authority was expressed in a letter written to Governor Earl Warren by Dr. Henry F. Grady, president of the San Francisco Chamber of Commerce.

The letter follows:

"My dear Governor Warren:

"I want to personally express to you and the other members of the California Toll Bridge Authority our hearty appreciation for the prompt and effective handling at your meeting yesterday of the proposal for a study of the need for a second bridge or other crossing of San Francisco Bay between San Francisco and the East Bay, including the financial study.

"Mr. Edward L. Turkington, chairman of our Street and Highway Committee, who attended your meeting to convey our Chamber's attitude in behalf of the study, was deeply impressed by the excellent cooperation shown by the Toll Bridge Authority in the expediting of this most timely and greatly needed action."

Sincerely yours,

(Signed) Henry F. Grady, President"

Pacific Coast Chambers Will Form World Trade Committee

Formation of a world trade committee to serve civic organizations of the 11 western states interested in world trade promotion became a strong possibility following a two-day conference of Pacific Coast world trade leaders in Oakland.

• Eleven-State Conference

Approval was given by world trade managers representing the Oakland, San Francisco, Portland, Seattle, Los Angeles and San Diego Chambers of Commerce to form such an organization.

Following a comprehensive survey of mutual world trade problems, the group will call a conference of the entire 11 western states early in March, 1946. The conference city will be selected early in January.

In addressing the delegates in attendance at a civic luncheon sponsored by the World Trade Committee of the Oakland Chamber of Commerce, General Manager Harold D. Weber of the Oakland Chamber pointed out the significant place that the Bay Area and 11 Western States occupy in the postwar period and that because of the recognition of this market the world trade program was greatly expanded even prior to the end of the war.

Alvin C. Eichholz, newly appointed manager of the World Trade Department of the San Francisco Chamber, congratulated John A. Sowers, Oakland Chamber World Trade manager, on calling this two-day conference which resulted in agreement to reactivate the Western States World Trade Council, the activities of which were interrupted by the war.

Grace Is C of C Head, Redwood Empire Assn.

Appointment of Thomas Grace, president of the Santa Rosa Chamber of Commerce, as president of the Chambers of Commerce Unit of the Redwood Empire Association has been announced by George G. Hoberg, association president.

In his new post Grace succeeds the late J. P. Kelly of Sebastopol.

First meeting of the unit under Grace's presidency will be held Friday, November 9, at Ukiah, when officials of Chambers of Commerce from the nine Redwood Empire counties will meet to act upon numerous projects for the benefit of communities and counties in the Redwood Empire.

New publicity and advertising schedules will also be discussed at the meeting.

Thursday, November 8, 1955

United Flies California Produce on First Transcontinental Flight

First flight of an all-refrigerated United Air Lines Cargoliner took off from San Francisco Municipal Airport November 1 with a load of 6,000 pounds of California perishables.

The produce, ranging from flowers to fresh food, was packed in six fiber glass containers, surrounded by pockets of dry ice sufficient to maintain temperatures of from 25 to 35 degrees Fahrenheit.

In commemoration of the first flight, the Cargoliner carried a gift of fresh San Francisco-caught crab from Mayor Lapham to Mayor LaGuardia of New York and from Louis B. Lundborg, general manager of the San Francisco Chamber of Commerce, to Thomas Jefferson Miley, secretary of the Commerce and Industry Association of New York.

Industrial Trends Cited at Conference of San Pablo C of C

Industrial development trends and commercial organization activities in the San Francisco Bay Area were discussed by G. L. Fox, manager of the Industrial Department of the San Francisco Chamber of Commerce, at a meeting of the San Pablo Chamber of Commerce last week.

S.F. U.N.O. Committee Tells Developments at Public Meeting

Important developments relating to the selection of permanent headquarters of the United Nations World Peace Organization were revealed to representatives of business, industry, and labor groups in the San Francisco Bay Area at a meeting held at the Palace Hotel on Wednesday, November 7.

The meeting was sponsored by the United Nations Organization Committee of the San Francisco Chamber of Commerce.

BAY AREA POPULATION DISTRIBUTION STUDY

Distribution studies of the current population in the Bay Area by the Research Department of the San Francisco Chamber of Commerce reveal out of 2,385,779 people in the San Francisco Metropolitan Bay Area (nine counties) 1,990,147 or 83.4 per cent are living in 54 incorporated cities within a fifty-mile radius of San Francisco.

Of the population in the incorporated cities 51.6 per cent now live in the San Francisco Peninsula area, 39.2 per cent in the East Bay area, and 9.2 per cent in the North Bay area. The growth of the individual cities in all three areas since 1940 has been remarkable.

The growth of each and of the several areas is shown in Tables A and B, and of the separate cities is shown in table C.

TABLE A 54 Incorporated Cities* Within 50-Mile Radius of San Francisco

AREA	POPULATION		INCREASE	
	Current (a)	1940	Number	%
San Francisco Peninsula (18 Cities)	1,026,129	821,564	204,565	24.9
East Bay (2)	779,726	528,084	251,642	47.7
North Bay (19 Cities)	184,292	89,589	94,703	105.7
TOTAL (54 Cities)	1,990,147	1,439,237	550,910	38.3

*See list of cities Table C. (a) Latest U. S. Census—taken between Fall 1943 and Summer 1945—in a few exceptions, estimates by City Clerk.

TABLE B—San Francisco Metropolitan Bay Area—9 Counties

AREA	POPULATION		INCREASE	
	1944 (a)	1940	Number	%
San Francisco Peninsula (1) (3 Counties)	1,149,770	921,267	228,503	24.8
East Bay (2)	912,780	613,461	299,319	48.8
North Bay (3)	133,229	199,580	123,649	9.4
TOTAL (9 Counties)	2,385,779	1,734,308	651,471	37.6

(a) April 1, 1944. (1) San Francisco, San Mateo, Santa Clara; (2) Alameda, Contra Costa; (3) Marin, Sonoma, Napa, Solano.

TABLE C—Recent Growth Incorporated Cities—50-Mile Radius of San Francisco

CITIES	POPULATION (a)			CITIES	POPULATION (a)		
	Current (a)	1940 U.S. Census	Increase		Current (a)	1940 U.S. Census	Increase
PENINSULA SECTION:							
Atherton	2,500*	1,908	592	Oakland	372,921	302,163	70,758
Belmont	2,257	1,229	1,028	Piedmont	12,000*	9,866	2,134
Burlingame	17,395	15,940	1,455	Pleasanton	2,388	1,278	1,110
Daly City	10,659	9,625	1,034	Pittsburg	10,841	9,520	1,321
Hillsboro	3,200*	2,747	453	Richmond	93,738	23,642	70,096
Los Gatos	4,200*	3,597	603	San Leandro	22,903	14,601	8,302
Menlo Park	4,182	3,258	924	Walnut Creek	2,600*	1,578	1,022
Mountain View	5,600	3,946	1,654				
Palo Alto	18,261	16,774	1,487	TOTAL 17 CITIES	779,726	528,084	251,642
Redwood City	14,662	12,453	2,209				
San Bruno	15,178	6,519	8,659	NORTH BAY SECTION:			
San Carlos	6,311	3,520	2,791	Benicia	8,368	2,419	5,949
San Francisco	786,590	634,536	152,054	Corte Madera	1,512	1,098	414
San Jose	82,500*	68,457	14,043	Fairfax	3,005	2,198	807
San Mateo	26,894	19,403	7,490	Fairfield	2,220*	1,312	908
Santa Clara	8,000*	6,650	1,350	Larkspur	2,500*	1,558	942
South San Francisco	11,406	6,629	4,777	Mill Valley	6,119	4,847	1,272
Sunnyvale	6,424	4,373	2,051	Napa	12,987	7,740	5,247
TOTAL 18 CITIES	1,026,129	821,564	204,565	Petaluma	9,539	8,034	1,525
EAST BAY SECTION:				Rio Vista	1,686	1,666	20
Alameda	89,906	36,256	53,650	Ross	2,000*	1,751	249
Albany	14,873	11,493	3,380	St. Helena	2,100*	1,758	342
Antioch	7,255	5,106	2,149	San Anselmo	7,125	5,790	1,335
Berkeley	103,315	85,547	17,768	San Rafael	11,389	8,573	2,816
Concord	3,940	1,373	2,567	Santa Rosa	14,500*	12,605	1,895
El Cerrito	16,624	6,137	10,487	Sausalito	4,719	3,540	1,179
Emeryville	3,800*	2,521	1,279	Sebastopol	2,300*	1,856	444
Hayward	10,000*	6,737	3,263	Sonoma	1,550*	1,158	392
Livermore	3,622	2,885	737	Vacaville	2,244	1,614	630
Martinez	9,000*	7,381	1,619	Vallejo	88,409	20,072	68,337
TOTAL 19 CITIES				184,292	89,589	94,703	

(a) Resident Population. (b) Latest U. S. Census—taken between Fall of 1943 and Summer of 1945. *No census, but estimate by City Clerk.

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, Ext. 72, and refer to the Trade Tip's number.

4345 TRADE WITH FRANCE—Etc. Robert Garat & Co., S. A. R. L., 80 Rue d. Fbg. St. Denis, Paris 10e, France, would like to do business with U. S. firms on a commission basis. Interested in all types of goods. Write directly, or contact Dr. George Gara, 16065 Stockton Street, San Francisco.

4346 REPRESENTATION IN NEW ZEALAND—Lt. Commander Russell Oates, 6301 Dana Street, Oakland, California, seeks connections with manufacturers and distributors desiring representation in New Zealand. Has wide selling contacts in New Zealand.

4347 VISITOR TO SAN FRANCISCO—Mr. Camilo Cruz Santos is now visiting San Francisco from Colombia, in which country his Bogota office is well known and well established. Especially interested in representation in firms dealing in wines, office furniture, bathroom equipment, sanitary equipment (complete line), canned foods. Address replies care of Colombian Consulate, 214 Front Street, or Sir Francis Drake Hotel.

4348 TRADE WITH ECUADOR—V. S. Ramos Melendez, P. O. Box 1225, Guayaquil, Ecuador, seeks connections with manufacturers of the following: window glass, glass bottles to be used for drugs, liquor, perfumes, acids, etc.; crystal glassware for household use; canned foods, fruits, and fish; spices and tapicots; wine.

4349 REPRESENTATION IN ECUADOR—Juan Saman A., Casilla de Correos 264, Guayaquil, Ecuador, would like to get in touch with manufacturers and exporters seeking commercial relations with Ecuador. Interested in textiles, clothing, dry goods, soap, flour, canned foods, liquor, paper goods, paints, crystalline.

4350 EXPORTS TO MEXICO—Agencia Maritima y Comercial Mexicana, S. A., v. V. Carranza 35, Mexico, D. F., seek the representation of American exporting firms. **4351 EXPORTS TO CUBA**—Mario Sotolongo, P. O. Box 783, Havana, Cuba, is a commission merchant handling the following lines: canned fruits, foodstuffs, hardware, building materials, tiles, sanitary equipment, etc. **4352 FRUITS FOR CUBA**—El 2º Pavo Real, Tejiro, Cuba, S. en C., P. O. Box 507, Havana, Cuba, would like to get in touch with shippers of peaches, pears and apples cleaned in water-filled barrels. Fruit must be peeled and clean, ready for canning.

4353 FRUITS FOR CUBA—MACHINERY FOR MEXICO—Deportes Palomares, S. de R. L., Juarez 1526, Apartado 481, Torreon, Coah., Mexico, would like to represent manufacturers of industrial chemicals (particularly those used in textile factories and tanneries), and machinery (particularly that used in shoe factories and tanneries).

4354 EXPORTS FROM ECUADOR—Fuentes, Grau & Co., Casilla 478, Guayaquil, Ecuador, are exporters of coquilla ("Panama") hats and cacao.

4355 REPRESENTATION IN ECUADOR—Elio Espinosa Paz, Casilla No. 1224, Guayaquil, Ecuador, seeks representations of manufacturers and exporters of wheat flour, pig fat, textiles, cashmeres, cloth goods, rayon and silk goods, woolen and cotton goods, all sorts of dry goods for men, women and children. Acts only as agent.

4356 DISTRIBUTION IN LATIN AMERICA—Mendibiala Hnos., Piedras 819, Buenos Aires, Argentina, are interested in obtaining the representation and distribution for Argentina, Uruguay and Paraguay of the following articles: iron products, stainless steel, electrodes, small electrical polishing machines, workshop tools, pipes, saws for metals and wood, belting, plastic, wire.

4357 EXPORTS TO ARGENTINA—"I.M.E.X." Bme. Mitre 559, Esc. 810, Buenos Aires, Argentina, is soliciting offers of general merchandise, especially textiles, hardware, electrical articles, tableware, machinery, dried fruits. Also interested in representation.

4358 FRUIT JUICES FOR PUERTO RICO—Guillermo Solomon Padial, P. O. Box 2501, San Juan 11, Puerto Rico, is interested in obtaining exclusive distributorship for Puerto Rico for a first class brand of canned fruit juices.

4359 TRADE WITH PHILIPPINES—Amado G. Garcia, Cabuyao, Laguna, Philippines, would like to get in touch with manufacturers of cane goods, fruit producers and wheat flour manufacturers. Would like to represent fruit producers or import as per demand of Philippine groceries.

4360 AGENT FOR ORIENT—L. P. Klemantaski, 20 Maxwell Hill Road, London, N.6, England, offers services to some firms contemplating the opening of business in Manchuria or North China. Twenty-three years' business experience in these territories.

4361 TRADE WITH PALESTINE—Palor Trading Agency, 18 Rosh Pina St., Tel Aviv, Palestine, would like to hear from firms interested in making trade connections with Palestine.

4362 TEXTILES FROM INDIA—Chinobhai & Bros., Ltd., Churchgate House, Churchgate Street, Fort, Bombay, India, would like to get in touch with importers and buyers interested in the importation of textiles from India. Wish to make plans now for the time when Indian export restrictions on this commodity are eased.

4363 EXPORTS TO PHILIPPINES—Alonso Commercial Co., Ltd., No. 121 Rosario, Manila, Philippines, would like to hear from firms dealing in second hand goods such as pianos, beauty parlor equipment, hats and impounded dry goods. Ask for terms and catalogues.

4364 EXPORTS TO LEBANON—Georges Fares, B. P. 127, Beyrouth, Lebanon, is interested in making connections with manufacturers of household articles and luxury items.

4365 EXPORTS TO CUBA—Santiago Iglesias Romero, Apartado 16, Manzanillo, Cuba, is anxious to get in touch with exporters of various kinds of beans, chickpeas, rice and other cereals, as well as sardine canners.

4366 TRADE WITH HOLLAND—Prodimes, Postbox 981, Amsterdam, Holland, would like to establish trade relations with American firms, both for export and import. Especially interested in the import of household articles, travel requisites, novelties, toilet articles, stationery, etc.

4367 TRADE WITH SPAIN—Enrique Clapes, Apartado 920, Barcelona, Spain, is anxious to resume trading relations with the United States, especially in the lines of machinery and electricity. Acts as distributor for own account and as factory agent. Also interested in aiding in the establishment of new industries, in the exploitation of patents, etc. Further information at World Trade Department.

4368 CINNAMON FOR MEXICO—Cia. Mercantil "La Popular," S. A., Apartado Num. 63, Aguascalientes, Ags., Mexico, would like to get in touch with an exporter of Ceylon cinnamon in 100 pound bales. Asks quotations per 10 or 20 bales of 0000, No. 1 or No. 2 cinnamon, F. O. B. Laredo or El Paso. Cash payment.

4369 VISITOR TO SAN FRANCISCO—Rodrigo Vivanco, visiting San Francisco on behalf of Ecuadorian firm, seeks representation and distribution of chemical products, paper products, electrical equipment. May be reached at Ecuadorian Consulate, 681 Market Street.

4370 REPRESENTATION IN ECUADOR—Guayaquil Overseas Company, S. A., P. O. Box 12, v. 489, Guayaquil, Ecuador, seeks representations of American manufacturers. Ask for samples and prices.

4371 REPRESENTATION IN DOMINICAN REPUBLIC—Rocco Capano Hijo, El Conde No. 478, Ciudad Trujillo, Dominican Republic, would like to represent an exporter of foodstuffs, groceries, canned foods, etc.

4372 REPRESENTATION IN BRAZIL—Vicente Verlangieri, Avenida Ana Costa 257, Santos, Brazil, is interested in obtaining the exclusive representation of firms dedicating to food and drink.

4373 AGENT FOR ENGLISH FIRM—W. M. F. G. Crompton, Limited, 9 Holborn Hall, London, W. C. 1, England, deal in all kinds of plants, machines, tools, accessories, utensils, scientific instruments, chemicals and materials for brewing, storing and distributing beer, specializing in continental hops to be selected, packed and sent from places of origin directly to firms. Would like to locate someone in San Francisco to sell such goods on a commission basis to firms here.

4374 TRADE WITH COSTA RICA—Representaciones Unidas, Apartado 1127, San Jose, Costa Rica, is interested in representing firms devoted to import-export trade. Also interested in buying immediately articles such as war surpluses, toilet articles, electrical appliances, agricultural implements, fertilizers, seeds, cattle medicine. Will have money and tropical lumber for export.

4375 TRADE WITH HOLLAND—N. V. Nederlandsche Handel Mij. voor Meestoffen, P. O. B. 888, Rotterdam, C., desires to get in touch with American manufacturers of artificial fertilizers and insecticides.

R. J. Winters, W. Nagellan, 17 Rotterdam (H'berg), desires to export from his OERME Chemical Works synthetic essences, in all tastes and various concentrations such as honey, rum arrack, orange, lemon, vanilla, strawberry, apricot, etc. Is also prepared to import through the Dutch Trading Company, WIMEX, from the United States all varieties of foodstuffs.

Kale & Wald, Maastricht, Netherlands, are general importers and exporters and interested in contact with American firms dealing in ironware of all kinds, leather goods and agricultural implements.

Retail Merchants Board Elects 1946 Officers

1946 officers of the Retail Merchants Association who were elected at the annual meeting of the Association's Board of Directors on November 5 have been announced as follows:

Re-elected President: Thomas J. Lenehan, owner Lenehan Pharmacies.

1st Vice-President: Ray McConnell, partner, Robert S. Atkins.

2nd Vice-President: R. B. Hamlin, vice-president and manager, W. & J. Sloane.

Re-elected Managing Director: D. P. Street.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56.

D-6207—BROOKS PEAKE CO., 6701 N. Broad Street, Philadelphia 26, Pa., mechanical engineer interested to act as a representative for local manufacturers in the Philadelphia area. Calls on metal workings.

D-6208—ARTWOOD PRODUCTS, 8701-9 Santa Monica Blvd., Hollywood 46, Calif., interested in city salesmen to sell their hand decorated glassware and novelties in San Francisco and Oakland. Can give prompt delivery.

D-6209—MR. W. JAMES A. KNOX, 421 June Drive, Northwoods 20, St. Louis, Mo. would like to act as a representative for local manufacturers in St. Louis territory.

D-6210—MR. CASEY BIESIADA, 1602 St. Pearl St., Milwaukee 4, Wisconsin, would like to represent local manufacturers or importers in Milwaukee.

FOREIGN TRADE TIPS—Continued

4376 REPRESENTATION IN HAWAIIAN ISLANDS—Hope & Thomas, manufacturers representatives, would like to make connections with manufacturers of food products, dry goods, appliances, general merchandise for the purpose of handling these goods in the Hawaiian Islands. Many years selling experience in the Hawaiian Islands. Mr. P. B. Thomas may be reached, up until November 10, at the Avenue Hotel, 419 Golden Gate Avenue, Hémlock 4132.

C of C Representative at Supervisors' Meeting

Attending the Board of Supervisors' meeting, Monday, Nov. 5, was:
John M. Kennedy, member San Francisco Chamber Board.

Published weekly at 333 Pine St., San Francisco, Zone 4, County of San Francisco, California. Will Williams, Editor. Telephone EXbrook 4511. Subscription, Fifty Cents a Year (Included in Annual Dues). Entered as Second Class matter April 26, 1944, at the Post Office at San Francisco, California, under the act of March 3, 1879.



Bay Region Business

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SAN FRANCISCO CHAMBER OF COMMERCE

Volume 2

Thursday, November 15, 1945

Number 46

WASHINGTON NOTES

From Washington Office,
San Francisco Chamber of Commerce

● AUTOMOBILE MANUFACTURE

After controls on automobile manufacturing were removed last Summer, it was forecast that 72,740 units would be manufactured between July 1 and October 31. However, because of piece-meal shipments of component parts and wage negotiations, a total of only 19,136 passenger automobiles were produced by the auto manufacturers in this country during that period. At the same time, some manufacturers have been reluctant to start their assembly lines rolling full tilt until they can be assured of a steady flow of the needed parts.

● HOUSING

Field Offices of the Federal Housing Administration have been notified to start issuing firm commitments to approved lending institutions to insure 80 per cent up to \$6,000 in valuation of homes produced by operative builders and 60 per cent on the value in excess of \$6,000 up to \$10,000 in valuation. The builder in all such cases would be the mortgagor. This step has been taken by FHA to stimulate housing in the middle market.

This operation differs from the procedure followed in issuing conditional commitments, in which case FHA agrees to insure the mortgage on a house built to its standards when the builder secures a satisfactory purchaser.

Office of Price Administration Regulations are being amended so that maximum rents on new housing units will be based on prevailing rents for comparable accommodations on the maximum rent date plus a substantial allowance to offset current higher construction costs.

It is now possible for builders to present their plans and specifications to their local OPA Area Rent Office, together with their proposed schedule of rents before starting construction. OPA will check the proposed rents with those on comparable units fixed at maximum rent date rates and add a substantial allowance for increased costs.

● WARTIME CONVENTION TRAVEL

Nearly a billion railroad passenger miles were saved during the eight months' existence of the "convention ban," according to the Office of Defense Transportation. The convention ban expired October 1, 1945, and the War Committee on Conventions ended its work on October 22.

During the committee's existence, the ODT pointed out, 4,095 convention applications were reviewed and only 495 were approved. The anticipated attendance at the gatherings for which permission to meet was refused was estimated by the ODT at 3,248,775. The ODT pointed out that the savings in travel continued after October 1, explaining that since it takes several months to prepare for a large convention very few really sizeable conventions will be held during the remainder of 1945.

California Publishers to Tour S. F. Bay Area Industrial Plants

Publishers of twenty California newspapers will arrive in San Francisco Monday, December 3, for a tour of the Bay Area under the auspices of the San Francisco Chamber of Commerce, National Association of Manufacturers, and California State Chamber of Commerce.

Purpose of the visit is to view what progress Bay Area industry is making in reconverting to a peacetime economy. Representatives will be conducted on a tour of several Bay Area plants which have recently reconverted from wartime to peace time operations.

Other cities scheduled on the statewide tour include Oakland, Sacramento, Stockton, Fresno, Bakersfield, Los Angeles, Long Beach and San Diego.

China's Reconstruction Program Outlined at Council Conference

China's postwar reconstruction and purchasing program was outlined to San Francisco Bay Region industrialists at a meeting sponsored by the China-America Council of Commerce and Industry today.

● Opportunities for American Business.

Alex Taub, engineering consultant to the Chinese Supply Commission in Washington, D. C., and to the China-America Council, outlined the probable developments in the rehabilitation and expansion of transportation and industry in China during the next few years and the part American business is expected to play in this program.

Emil Luenberger, vice president and manager, Foreign Department, Wells Fargo Bank and Union Trust Company, led the discussion on financing trade with China and China's industrializa-

World Trade Manager Attends National Foreign Trade Meet In N.Y.

Alvin C. Eichholz, manager, World Trade Department, San Francisco Chamber of Commerce, attended the National Foreign Trade Convention held at the Waldorf-Astoria in New York City on November 12, 13 and 14.

This convention, sponsored by the National Foreign Trade Council, was one of the largest meetings of international trade interests held in the United States.

Important governmental officials and representatives of all elements of American world trade, including exporting, importing, manufacturing, processing, banking, foreign investments, communications and transportation were represented.

Among the important leaders who addressed conference sessions were Secretary of the Treasury Fred M. Vinson, Secretary of Commerce Henry A. Wallace, and Spruille Braden, Assistant Secretary of State.

Pan American Resumes Pacific Air Service

Commercial air service to Honolulu will be resumed tomorrow by Pan American Airways, it was announced today by L. C. Reynolds, manager of the Pacific-Alaska Division.

With the expiration of its war contract, Pan American, which has operated exclusively for the Naval Air Transport Service throughout the Pacific during the war, returns to regular Pacific commercial operations.

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Bay Area Business, Labor Give Support to S. F. Selection as U. N. O. Capital

New Business Charters Break Fifteen-Year Record In California

A 15-year record in the organization of new business corporations in California was broken last month, it was reported by Frank M. Jordan, Secretary of State of California.

• **Top Record Since 1930.** According to Jordan, new California corporations totaled 453 during October, while 42 out-of-state companies applied for charters to do business in California.

This figure is 195 higher than that for October, 1944, and has not been equaled for a decade and a half, Jordan said.

The 495 total for last month compares with 524 firms which filed articles of incorporation in April, 1930.

Jordan announced the all-time record month was March, 1924, when 526 new companies sent organization papers to the state capital.

Foley Urges Private Housing Industry to Broaden Planning

"The nation's private builders should broaden the base of their planning for post-war residential construction so that they may present a product which not only meets the public need, but the public's purse as well."

• **Planning by Builders.** This is the "duty of private industry and its greatest test to come," according to Federal Housing Administration Commissioner Raymond M. Foley, speaking before the Northern California Council of Home Builders Associations in San Francisco recently.

To achieve this, Foley proposed that their planning include the problem areas of housing; embrace rentals as well as properties for sale; provide for rehabilitation of the existing inventory of houses; include programs for minority groups, and efforts to curb the spread of blight and to cure or remove it where it has established itself.

Foley expressed the belief that private builders can produce a vast quantity of good housing to sell for \$5,000 and less. He warned that while it will be a great problem in the future with higher costs of production, it can be solved—partly through longer terms of payment, in larger ratios of loan for purchase money.

"Much of the answer, too, must come from the development of new techniques in the use of materials, in materials themselves, in planning of design, location and production methods," Foley declared.

A vote of support was given for the effort to bring the UNO permanent headquarters to the San Francisco Bay Area by the Bay Area's civic, business, labor, and industrial representatives at a public meeting last week. The pledge was given after Chamber President Henry F. Grady, Chairman Walter A. Haas of the Chamber's Special UNO Committee, and Mayor Roger D. Lapham urged commitment of the entire area's resources in actively seeking selection of this area as site of the United Nations World Peace Organization.

C of C Domestic Trade Members Entertained by San Jose C of C

Mutual business and community problems were discussed by representatives of the San Jose Chamber of Commerce and members of the San Francisco Chamber of Commerce Domestic Trade Committee during the latter's one-day Good Neighbor visit in San Jose on Tuesday, November 13.

• Luncheon Speaker

San Francisco representatives were entertained at luncheon at the San Jose Country Club.

Russell E. Pettit, manager of the San Jose Chamber, outlined the Santa Clara county industrial development program, following which Allen G. Jones, district manager of the General Electric Company, discussed the plans for location of General Electric's plant in San Jose.

Visits to International Business Machines Corporation and Richmond-Chase Company Frozen Food Plant completed the day's itinerary.

Johnson Line Resumes Scandinavian Service

Johnson Line service from Scandinavian countries to Pacific Coast ports will be resumed the end of this month when the new motorship Uruguay arrives in Los Angeles on November 21; San Francisco, November 24; Seattle, November 30, and Portland four days later.

• Sailings of New Vessels

The Uruguay will be followed by the Biobio, which will arrive at Pacific Coast ports late in December.

According to W. R. Grace & Company, general Pacific Coast agents for the Johnson line, other new vessels built for Scandinavian service to west coast states and British Columbia passenger, refrigerated and cargo trade will be placed on berth to operate in regular schedule with beginning monthly sailings and later bi-monthly sailings when conditions warrant.

All these vessels will operate under United Maritime Authority during its existence.

• Commitment to UNO

It was disclosed that Mayor Lapham had guaranteed ample facilities for temporary headquarters of the 1946 UNO sessions, should the Bay Area be chosen as permanent headquarters site.

Reports from Mr. Grady and Walter A. Haas, chairman of the Chamber's special committee, revealed the work that has been carried on in behalf of the Bay Area during the past six months.

Success of the UNO Conference in this city last spring is one of the biggest assets San Francisco has in seeking the permanent headquarters, according to Mr. Grady. He emphasized the importance of the Bay Area working together as a unit, declaring that discussion of specific sites in this area should be avoided since choice of location is entirely under the jurisdiction of the UNO.

Plans to achieve this goal were given impetus by Mayor Lapham's announcement that he will fly to London to support San Francisco's bid before the UNO Interim Commission at its meeting on November 23. In addition to the Mayor and Chairman Haas, the delegation will include Don Cleary as aide to the Mayor and a representative of the State of California.

Mr. Grady, who will be in London at that time on business relative to his State Department mission as U. S. observer of the Greek elections, will also be available for consultation.

Bay Area Aviation Committee Urges Northwest-Orient Route

A resolution urging approval by the Civil Aeronautics Board of establishment of a Seattle-Tacoma air gateway to the Orient has been adopted by the Bay Area Aviation Committee.

This point of origination, if approved by the C.A.B., would supplement San Francisco-Los Angeles and Chicago-New York gateways to Alaska, Australia and the Orient.

At the same time, the Bay Area Aviation Committee reiterated its position favoring western representation on the C.A.B., requesting specifically that the new appointee be selected from the Pacific Coast.

CofC Naval Affairs Group Drives for Four-Year "Annapolis" On West Coast

California Almond Assn. Gets Record Return on 1945 Bumper Crop

Nearly \$1,500,000 in checks will be in the mail by December 1st as a progress payment on the record-breaking 1945 almond crop and a return of growers' contributions to reserve funds from the 1941 crop, according to a report by D. R. Bailey, general manager of the California Almond Growers Exchange.

The growers have already received more than \$3,500,000 on the 1945 crop, Bailey said.

Bailey pointed out that almonds now rank third among the state's deciduous tree crops.

CofC Facilities Used to Secure Support for Airport Bond Issue

Facilities of the San Francisco Chamber of Commerce were used to enlist support for the \$20,000,000 airport bond issue in a campaign drive which secured a 5 to 1 vote in favor of the measure.

● Chamber Chairman Heads Drive

Directing the Citizens Airport Bond Committee was Edward V. Mills, chairman of the Bay Area Aviation Committee. Marsden S. Blois, member of the Committee and chairman of its Finance Sub-committee, served as vice-chairman of the Airport Committee.

The Chamber also made arrangements for aviation displays in San Francisco stores through the Retail Dry Goods Association, and obtained and delivered the material to the various stores.

In addition, the Chamber furnished speakers on behalf of the airport bond issue, and through the Bay Area Aviation Committee gave physical assistance during the airport "open house" the Sunday preceding election day.

Further action to obtain an "Annapolis" for the Pacific Coast was charted at a meeting last week of the Bay Area Naval Affairs Committee, according to E. J. McClanahan, chairman, San Francisco Chamber of Commerce Naval Affairs Committee.

Deal Receives Citation for War Advertising Committee Drives

Harold R. Deal, Tide Water Associated Oil Company's advertising and sales promotion manager, was the recipient of a tribute last week when the San Francisco Advertising Club honored him and the Victory Advertising Committee, of which he served as chairman during the war, for outstanding service in support of the war effort.

An embossed scroll, signed by his coworkers, was presented to Deal, who originated the idea of a clearing-house for war advertising.

Citations were also given to the chairmen of the committee's various divisions.

Western Pacific Creates New Foreign Freight Job

Looking forward to expansion of export and import trade through San Francisco Bay ports, the Western Pacific Railroad has created the position of eastern foreign freight agent with headquarters in Chicago.

The position will be filled by K. R. Stoney of San Francisco, formerly chief of the rate bureau at Western Pacific's general offices in San Francisco.

In announcing the creation of the new position and the appointment of Stoney, the following statement was issued at the general offices of Western Pacific:

"The appointment is being made to assist importers and exporters in solving the transportation problems incidental to the resumption of foreign trade activities, and to promote the full use of port facilities in the San Francisco Bay Area which have been considerably augmented by wartime operations.

"As eastern foreign freight agent, Stoney will handle export and import traffic moving to and from the territory between the Colorado Rockies and the Atlantic seaboard."

In a vote taken at the meeting, it was decided to stand by the Committee's original request for a four-year West Coast Naval Academy. While the one-year post-graduate school recently proposed by the Navy is acceptable, the committee believes it should not interfere with the establishment of a full-fledged 4-year academy, based upon the importance of the Pacific Coast as a great strategic base for an enlarged Navy's operations.

The one-year academy suggested by the Navy would be established at Monterey, California. Both academy and non-academy officers would be required to attend this school six years after their graduation.

To mobilize support for the second Annapolis, the Chamber's Naval Affairs Committee will ask West Coast Chambers of Commerce to push the drive for establishment of a four-year Academy on the Pacific Coast, without specifying a site. Selection of a location would be left in the hands of the Navy.

S. F. Chamber Publishes Bay Area Economic Survey for 1945

A new "Economic Survey" of the San Francisco Bay Area has just been published by the Research Department of the San Francisco Chamber of Commerce.

The 1945 edition contains all the material included in previous editions, with up-to-date additions and revisions. The survey also appears in a new format.

Copies may be obtained from the Chamber's Research Department.

Western Is First to Fly Coast-to-Coast Freight

The first regular airfreight service into San Francisco Bay Area was established on November 1 by Western Air Lines with arrival of a shipment of women's fashions, rush shipments of movie film and penicillin.

Service by Western is provided to and from eastern points, and will give shippers and receivers of airfreight approximately second morning arrival from points as far east as New York City and Boston.

Service is also provided to and from Mexico City and Monterey, N. L.

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EX-book 4511, Ext. 72, and refer to the Trade Tip's number.

4377 EXPORTS TO MANILA—Canilao and Company, Inc., 302 Filipinas Building, Manila, is interested in contacting dealers in textiles, remnants, hardware, plumbing, haberdashery, shoes, machinery, drugs, electrical appliances, eye glasses.

4378 GUM FROM MEXICO—Laboratorios Servet, S. de R. L., offer to export "Formo-Chicle Gum" in packages or in bulk. Tablets act as mouth disinfectant, contain formaldehyde, chicle, sugar. Samples at World Trade Department.

4379 LIMA BEANS FOR CANADA—Howards, Limited, The White Warehouse, Halifax, Nova Scotia, are anxious to obtain supplies of California Lima Beans, large or baby. Wish to order 200 bags, 100 lbs. each or their equivalent. Want all water shipment. Ask airmail samples. References.

4380 DISTRIBUTION OF OILS—Paul E. Williams, 752 So. Alameda Street, Los Angeles 21, California, wants to make connections for distribution of oils and greases in the Orient. Also interested in canned goods, piece goods, linen, stationery, woolen cloth, building materials. Has wide selling connections in Orient.

4381 AGENCY IN HAWAII—Percy K. Mirikitani, 2578 Alailua Way, Honolulu, Hawaii, is desirous of securing a tile agency for the Territory of Hawaii. Wishes to carry glazed and quarry tile. Also a contractor and is in position to furnish labor to set the tile, as well as selling. Bank and chamber references.

4382 EXPORTS TO NORWAY—Firm in Norway, dealing in electrical appliances, wishes to contact manufacturers and/or exporters of the following: electrical machines, A. C. current, direct current, and generators of all sizes; diesel engines (motors) and oil motors of all sizes; electric light plant (driven by wind); steel pipes for water power plant; incandescent lamps; typewriters and accounting machines; pumps; measuring instruments. For further information contact Consul General of Norway, 244 California Street.

4383 REPRESENTATION IN EGYPT—Edgar and Robert Bittar, P. O. Box 443, Cairo, Egypt, are interested in representing and seeking connections with U. S. manufacturers of canned fish, meats, vegetables, fruit, dried fruit.

4384 EXPORTS TO CANADA—Metals Limited, 566 Beatty Street, would like to make connections with manufacturers of products which might be distributed by their organization as plumbing and heating jobs. Branches in Edmonton and Calgary. Also interested in distributing to the retail hardware merchants.

4385 SHOES FOR MANILA—G. Ambrosio, 2526 M. Natividad, Manila, Philippines, is interested in making connections with manufacturers of leather shoes, sport and dress shoes. Ask e-mail of catalogues. Discount orders against sight draft.

4386 REPRESENTATION IN MEXICO—Mr. Francisco Isaias Knapp, Av. Aguas Porables y Canada, Coyocan, D. F., are seeking the representation of a large chemical firm whose products they can distribute throughout the Republic. Also willing to consider manufacturing or assembling there. Years of experience in chemicals and pharmaceuticals, references.

4387 ALLIGATOR SKINS—Gavilan y Segura, Reconquista 144, Buenos Aires, Argentina, wish to export alligator skins of Paraguay to United States.

4388 REPRESENTATION IN MANILA—Republic Sales Company, 1935 Occidentale St., Manila, Philippines, are interested in representing American manufacturers or exporters of dried fruits, cosmetics, toiletries, rubber goods, drug sundries. Ask for samples of cosmetics and toiletries, catalogues for rubber goods and drug sundries.

4389 FOOD FOR PUERTO RICO—A. Escapa & Co., P. O. Box 524, Mayaguez, Puerto Rico, are manufacturers representatives and commission brokers. Seek connections with manufacturers of canned fruits, tomato sauce, catsup and pink beans in 100-pound bags. Want exclusive representation on commission basis.

4390 FRENCH PERFUMES AND SOAP—Comercial Columbia, S. de R. L., Av. Madroño 43, Mexico, D. F., will soon be exporting from Paris office French perfumes and toilet soaps, would like to get in touch with jobbers willing to act as their representatives in San Francisco or California.

4391 EXPORTS TO PHILIPPINES—The American Importer, 77 Escalante, F. B. Harrison, Manila, Philippines, seek connections with manufacturers of construction and hardware supplies, also fishing equipment, such as lanterns, nets, boats, and operational plans for such industry.

4392 FLOUR FOR PHILIPPINES—H. Hacking Co. Ltd., 144 Water Street, Vancouver, Canada, would like to make contact with firms exporting flour to the Philippines. One of their principals, operating large flouring mills in Western Canada, would like to work through firms who have reestablished relations with Philippine market.

4393 TRADE WITH CANADA—Foreign Commerce Limited, 14 Strachan Ave., Toronto 1, Canada, would like to act as buyer and procurer for agents for firms interested in trading with Canada. Also would like to act as agents for organizations desirous of distributing and selling their goods throughout Canada.

4394 MEXICAN INVENTION—Maquina Textil, S. A., Rep. de Salvador No. 62-B, Mexico, D. F., would like to make connections with firms ready to buy or work out with them a Mexican invention recently patented in the U. S. Invention is small knitting machine, handpowered, producing work like that produced with two needles, but in shorter time. Low cost. Full details at World Trade Department.

4395 LIQUOR FROM CUBA—Manuel A. del Toro y Cia., Apartado 434, Havana, Cuba, seeks connections with importers of liquors in order to offer their product known as Guayabita del Pinar "La Occidental," of which they are exclusive distributors.

4396 MINERAL IMPORTS—Rene Legrand, 22 Rue de Basse, Marcelle-Charlier, Belgium, offers to export mica, graphite, corundum, mined in French African territories. Also offers to export butter beans.

4397 REPRESENTATION IN JAMAICA—Vertex Commerce & Industries, Ltd., 69 Barry Street, Kingston, Jamaica, are interested in representing American manufacturers of canned fruits, vegetables, fish, meat, dried fruits, powdered beverages, confectionery, cheese, patent medicine, etc.

4398 EXPORTS TO ECUADOR—Rivadeneira, Cherez & Cia., Casilla 651, Guayaquil, Ecuador, seek connections with manufacturers and exporters of general merchandise. Also seek representations on a commission basis. Can export Panama hats, filigree silver, straw shoes, purses, pocketbooks, cigarette cases, etc.

4399 EXPORTS TO FRANCE—Cabinet F. J. C., 75 Boul. Carnot, Toulouse, France, desire connections with exporting houses.

4400 EXPORTS TO BELGIUM—Stavros Argyropoulos, Rue de la Commune 56, Brussels, Belgium, would like to get in touch with manufacturers and exporters of tools, agricultural products and machines, chemical products and novelties.

4401 EXPORTS TO PUERTO RICO—J. R. Martinez Montalvo, Box 549, Ponce, Puerto Rico, would like to hear from wheat flour mills, manufacturers of cracker flour low ex proteins, manufacturers of bread wrapping paper, producers of vegetable lard used in the making of bread.

4402 REPRESENTATION IN MEXICO—Luis H. Peimontoux, Calle Manuel Gonzalez 145 S. Hermosillo, Sonora, Mexico, would like to sell and distribute American goods on a commission basis throughout Sinaloa, Sonora, Lower California, all of Mexico. Especially interested in automobiles, tires and rubber articles, hardware, shirts and shoes, medicines and chemical products, prefabricated houses.

4403 TRADE WITH CANADA—Overseas Commodities, Ltd., 1258 Hornby Street, Vancouver, B. C., are interested in general commission, operating as manufacturers and suppliers in the United States wishing to develop trade with Western Canada. Lines: raw and manufactured food products, chemicals, raw materials, manufactured lines of all kinds.

4404 REPRESENTATION IN SOUTH AFRICA—Col. H. A. Wiener, No. 19706, War Pay Stoppages, "V" Building, Pretoria, South Africa, would like to represent firms producing heavyboard, cardboard, paint, brushes, crepe paper, etc.

4405 AGENCY IN AUSTRALIA—Nathan's Merchandise (N. S. W.) Pty., Ltd., 234-236 Sussex Street, Sydney, Australia, desire to secure agencies for toys, marbles, stationery lines and dolls.

4406 FOOD FOR HOLLAND—Commissiehandel V. H. D. Schumacher, Joh. Vermeerstraat 23, Amsterdam, Holland, are interested in importing dried and fresh fruits, preserves, grains, seeds, sugar, honey, wax, cocoa, coffee, hides and skins.

SPECIAL NOTICE—Effective November 1, Western Air Lines, Inc., established international air freight service to and from Mexico City, D. F., and Monterrey, N. L. Full information on service and rates can be obtained from the Cargo Traffic Department of Western Air Lines, Inc., DOuglas 2450, or at 291 Grey Street.

Bay Area CofC Heads Visit Alameda N. A. S.

For the second time in the past month officials of Bay Area Chambers of Commerce were guests of the Alameda Chamber of Commerce for a tour of the Naval Air Station last week.

● Luncheon Guests. Chamber representatives were guests of Commodore Stanley J. Michael, Commandant of the Naval Air Station, for luncheon at the Officers' Club.

In the afternoon guests were taken on an air tour of the entire Bay Area in a Navy plane. Purpose of the tour was to view military installations throughout the region.

Guests were then taken on a tour of the aircraft carrier Bennington.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EX-book 4511, Ext. 586

D-6211—MARTIN WELLS, 5866 Compton Avenue, Los Angeles 1, California, looking for a representative for their high-pressure hydraulic booster pumps in San Francisco and adjacent territory.

D-6212—FALCON TOOL COMPANY, 12502 Greiner Avenue, Detroit, Michigan, interested in locating sales representative or distributor for their cutting tools in this area.

D-6213—JOHN M. LEXCEN, 1137 Plymouth Building, Minneapolis, Minnesota, would like to act as manufacturers' agent for local manufacturers in Minnesota, Wisconsin, Iowa, North and South Dakota and upper Michigan.

D-6214—National Air Sander, Inc., 2712 West State Street, Rockford, Illinois, interested in a representative for their air sander, to cover the states of California, Nevada, Oregon and Washington.

C of C Representative at Supervisors' Meeting

Attending the Board of Supervisors meeting, Tuesday, Nov. 13, was:

Earl Lee Kelly, member San Francisco Chamber Board.

Published weekly at 333 Pine St., San Francisco, Zone 4, County of San Francisco, California. Will Williams, Editor. Telephone EX-book 4511. Subscription, Fifty Cents a Year (Included in Annual Dues). Entered as Second Class matter April 26, 1944, at the Post Office at San Francisco, California, under the act of March 3, 1879.



Bay Region Business

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SAN FRANCISCO CHAMBER OF COMMERCE

Volume 2

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WASHINGTON NOTES

*From Washington Office,
San Francisco Chamber of Commerce*

• SURPLUS PROPERTY

At the present time capital and producers' goods, war plants and airplanes are sold by the Reconstruction Finance Corporation's regional offices and branches. Consumer goods are sold by former Commerce Department regional offices, subject to RFC supervision. Those interested can now do business in both kinds of surplus at all of these offices. In San Francisco the office is located at 200 Bush Street.

• HOUSING

A total of 3,527 trailers and temporary family dwelling units have been transferred to colleges, universities and municipalities by the Federal Public Housing Authority since V-J Day to provide housing for distressed families of veterans and servicemen, according to Commissioner Philip M. Klutznick. This housing was made available under the provisions of Title V, an amendment to the Latham Act enacted in June.

None of the colleges, universities and municipalities which have thus far obtained trailers and temporary family dwelling units are located in the State of California.

• FRUIT CROPS

At a recent meeting of county highway officials in Washington it was announced that fruit grown near untreated farm-to-market roads is affected by dust, according to recent technical research on the contamination of crops. Tests just completed indicate that in spite of careful spraying, dust-covered fruit is highly susceptible to diseases and parasites affecting vegetation.

This fact has been pointed to as one more reason for the immediate improvement of secondary roads. Secondary roads serve 6,000,000 American farms with an annual production of 12 billion dollars.

• PROPERTY IMPROVEMENTS

Home owners can now take advantage of relaxation of the wartime restrictions on construction and credit to make long deferred repairs and improvements to their property. An increase in the number of modernization and repair loans is shown in the number of loans now being reported by lending institutions to FHA for insurance under its Title I program. The wartime credit and construction restrictions both were removed on October 15.

S. F. Chamber Pushes Drive for 4-Year West Coast "Annapolis"

Establishment of a four-year naval academy on the Pacific Coast is being urged by the San Francisco Chamber of Commerce, following approval by the Chamber's Board of a resolution to this effect.

• Significant Position of Pacific Coast.

The Chamber will push its drive on the basis that the tremendous increase in the size of the U. S. Navy, the increased need for thoroughly trained officers, and the present inadequate facilities at Annapolis for this expanded training program serve to point up the importance of establishing a full-fledged academy on the Pacific Coast in line with its significant position as a strategic Navy base.

The Chamber's Naval Affairs Committee is seeking the active support of West Coast Chambers of Commerce and other organizations in pushing establishment of a four-year West Coast academy.

Copies of U.N.O. Book Are Available to S. F. Chamber Members

A special limited edition of the handsome presentation prepared for the United Nations Organization is being printed by the San Francisco Chamber of Commerce.

This limited edition is lithographed, bound in linen and half leather, enclosed in a slip cover. It duplicates the original 72 page portfolio which was produced by a "task force" of volunteers under chairmanship of Carl J. Eastman and editorship of Joseph Henry Jackson.

The book, produced by experts in graphic arts and public relations fields who freely gave their time, involved costs for paper, photography, printing, and binding.

Members of the San Francisco Chamber of Commerce are invited to share in the financing of this presentation. One hundred subscriptions of \$185 each will cover all the incurred expenses.

To those who thus contribute there will be made available, on a first come first served basis, copies of the special lithographed edition of this book.

The special edition reproduces all the contents of the original presentation, is the same size, and contains all the official seals, signatures, and endorsements of the original.

Each copy in this special lithographed edition will be numbered and autographed by the editor, Joseph Henry Jackson. Mr. Jackson contributed his services as writer and editor freely as did all others who planned and conceived the book.

It has been stated by experts that "nothing like this book has ever been produced anywhere before." It is a brochure which could not be produced on a private basis without enormous expense. It is a collector's item and is so designed that it might well serve as a reference and promotion piece for Bay Area firms with Eastern offices or those interested in presenting general facts and advantages of the Bay Area.

Checks should be made out to Harold B. Mills, Secretary, Special Committee on UNO Headquarters, S. F. Chamber of Commerce, 333 Pine Street, San Francisco, 4.

Lundborg Named Committee Head, Western States Council

Louis B. Lundborg, general manager of the San Francisco Chamber of Commerce, has been appointed by President Christy Thomas as chairman of a committee to nominate officers of the Western States Council for 1946.

Chamber of Commerce managers who will serve on this committee include T. A. Stevenson, Tacoma Chamber; Carl L. Hyde, Las Vegas Chamber; E. J. Feldsted, Ogden Chamber; and John Patrick Murphy, Albuquerque Chamber.

The committee will meet on call of the chairman and will report its nominations at the next meeting of the Board, the date for which will be announced later.

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October Industrial Expansions . . .

By the Chamber's Industrial Department

Forty-five factory expansions and 43 new industrial ventures representing total expenditures of \$13,619,425 are reported for the San Francisco Bay Area and Northern California during October 1945. Approximately \$7,897,000 will be spent for expansion of existing plants while investments in new factories will aggregate \$5,722,400, according to the Industrial Department of the San Francisco Chamber of Commerce.

Total developments for the area during 1945 up to November 1 will require outlay of \$116,741,945, and represent 324 new plants and 276 factory expansions.

Following are some of the outstanding developments for October:

- Rheem Manufacturing Co., Richmond, Contra Costa County, has begun work calling for expenditure of \$350,000 on plant improvements and equipment. A new line of automatic water heaters is being placed in production.
- Woolridge Manufacturing Co., Sunnyvale, Santa Clara County, will provide about 500 new jobs in a greatly expanded peacetime production program. The company manufactures heavy duty earth moving equipment, and has developed the sensational new diesel "Terra Cobra" earth mover for carrying large loads at high speeds over long distance.
- Sherwin-Williams Paint Co. started construction of \$150,000 factory building at Emeryville, Alameda County.
- Swift & Co. purchased a 6 acre site at Hayward, Alameda County, and will construct a large new fertilizer plant.
- H. S. Crocker Co., 720 Mission Street, San Francisco, will construct a 3½ acre lithograph plant on a 10 acre site at San Bruno, San Mateo County.
- Shippers Development Co. plan construction of \$1,000,000 ice house and 5 packing sheds at Salinas, Monterey County.
- Monarch Match Co. will build a \$250,000 book match manufacturing plant at Monterey and Tully Roads, San Jose.
- Marchant Calculating Machine Co. will spend \$1,500,000 on expansion of facilities at its plant in Oakland. The company has need for 300 additional skilled workers.
- Friden Calculating Machine Co., Oakland, is installing new machinery in space used for manufacture of aircraft tachometers during the war. The company has 25 acre site ready to meet expansion needs as they arise.

Yreka Merchants Seek Aid in Obtaining Needed Materials

Appeals for assistance in obtaining merchandise have been received by the Domestic Trade Department of the San Francisco Chamber of Commerce from merchants in small northern California communities.

These requests have largely come from merchants operating new or limited-in-personnel establishments whose ability to visit sources of supply is limited.

In keeping with their program of fostering friendly inter-community relations, the Chamber's Domestic Trade Committee urges San Francisco manufacturers and wholesalers to give every consideration possible, during existing shortages, to the needs of smaller merchants in this trading area.

S. F. Chamber Urges Labor and Management to Observe Rules

Labor and management representatives are urged to observe established procedures of collective bargaining in a resolution adopted by the Board of Directors of the San Francisco Chamber of Commerce at its meeting last week.

The resolution follows:

"WHEREAS, the end of World War II finds many conditions pointing to an era of unprecedented prosperity and progress for the nation and, more particularly, San Francisco and the Bay Region; and

"WHEREAS, these conditions are being threatened and can be nullified by labor strife to the everlasting detriment of all citizens; and

"WHEREAS, the efficacy of true collective bargaining in the constructive solution of problems between Labor and Management has been demonstrated and accepted by all responsible representatives of Management and Labor; and

"WHEREAS, San Francisco has pioneered in the organization of employers and employees, resulting in over 1,000 industry-labor agreements which have been signed and observed with fidelity as testimonials to the benefits of collective bargaining; and

"WHEREAS, an economy which has been distorted by the trends and developments of a world war unquestionably requires adjustments which cannot be successfully accomplished unless in all sincerity Management recognizes the problems of Labor and Labor recognizes the problems of Management; and

"WHEREAS, picket lines and idle plants exist in San Francisco and elsewhere today because of attempts to force results that should come out of collective bargaining conferences; and

"WHEREAS, the San Francisco Chamber of Commerce is not ordinarily concerned directly with the problems of labor relations; and

"WHEREAS, the welfare of the entire community is contingent on the immediate elimination of industrial warfare and, in importance, transcends that of any group or other community; and

"NOW, THEREFORE, BE IT RESOLVED that the strongest possible appeals be made to the responsible representatives of Labor and Management alike to observe the established procedures of true collective bargaining so that

- (1) picket lines may be eliminated
- (2) closed businesses reopened;
- (3) the local economy may not be irreparably damaged and San Francisco will not lose its place of leadership among the communities of America for its enlightened labor relationships;
- (4) the settlement of present differences may be expedited before unprecedented opportunities begin to wither;
- (5) the gains which have been made through collective bargaining will not be lost; and
- (6) there may be a free exchange of information by the competent representatives of Labor and Management to the benefit of all; and

"BE IT FURTHER RESOLVED that the public be urged to demand the retention and use of democratic processes in labor relations and the avoidance of industrial warfare destructive to the interest of both Labor and Management before the possibilities of competent collective bargaining have been exhausted."

Bonnalie Will Head United's Mexican Line

Appointment of Allan F. Bonnalie as president and general manager of Lineas Aeras Mexicanas, S.A., Mexican subsidiary of United Air Lines has been announced by W. A. Patterson, president of United Air Lines.

● Mexican Route Proposed. Bonnalie, who has been associated with both military and commercial aviation, will head up the central Mexican line which United is seeking to link up with its Pacific Coast route at San Diego, Los Angeles, or both.

California Fashions Sped East by Air Express; Set Cargo Record

Through use of air express, a shipment of Lilli Ann suits was delivered and displayed in a Niagara Falls, New York, shop within 48 hours after the order had been received in San Francisco, it has been announced by the Lilli Ann Company, local manufacturers.

The order, which was received by the company's offices in San Francisco the morning of November 12, was put aboard an eastbound United Airlines plane that afternoon and arrived in Niagara Falls 19 hours later.

Adolph Schuman and Rudolph Kutsche, Lilli Ann manufacturers, hailed this use of fast transportation facilities as "another step forward in uniting California fashions with Eastern markets."

TWA Schedules Flights by New Constellations

Transcontinental & Western Air, Inc., is preparing to operate 340-mile an hour Lockheed Constellations on its San Francisco-New York schedules, according to an announcement by TWA's San Francisco office.

The Constellations will operate from San Francisco to New York in 11½ hours and over future Atlantic routes to Europe in 24 hours from the Bay Region. Efficiency of the planes will permit reductions in fare schedules, President Jack Frye of TWA predicted.

The first of the four-engined, cabin-pressurized planes to be accepted by TWA is now undergoing final company test flights.

Board Adopts Resolution of Bay Area Aviation Committee

A resolution supporting the proposed establishment of a Seattle-Tacoma air gateway to the Orient was approved last week by the San Francisco Chamber Board upon recommendation of the Bay Area Aviation Committee.

The application for this route is now being considered by the Civil Aeronautics Board. If approved, it will give the Pacific access to the Orient via the so-called Great Circle Route, supplementing San Francisco-Los Angeles and Chicago-New York gateways to this area.

Western Governors, Chambers, Labor Back S.F. as UNO Capital

Support of San Francisco's bid for the permanent headquarters of the United Nations Organization has been pledged by western governors, chambers of commerce and labor in letters and wires received during the past week by the San Francisco Chamber of Commerce.

Wage Plans Studied by U.S. Dept. of Labor

Employers in California who have some form of guaranteed wage or employment plan are being surveyed by the Bureau of Labor Statistics of the U. S. Department of Labor, according to an announcement made by William A. Bledsoe, regional director of the Bureau.

● Nation-Wide Survey

The California survey is part of a nation-wide study being made at the request of the Advisory Board of the Office of War Mobilization and Conversion, of which Eric Johnston is chairman.

California firms are being checked on such general points as how long their guaranteed wage plan has been in operation, what is guaranteed, and how many and what type of employee is covered.

Bledsoe pointed out that data obtained from this survey will be used by the Office to determine the extent of guaranteed wage employment plans now in effect throughout the country.

● **Support of Governors.** In a wire to the Chamber, Governor Charles C. Gossett of Idaho said, "Your strategic location and abundance of world-wide transportation facilities would speed business of the organization. Know you can plan imposing headquarters suitable for permanent home and activities of UNO."

Governor Sidney P. Osborn of Arizona also offered the assistance of his state, saying, "If there is anything we in your neighboring state can do to assist, we shall be pleased to have you call upon us."

Letters and wires endorsing San Francisco as permanent headquarters were also received from chambers of commerce in Washington, Oregon, Arizona, Nevada and California.

A letter to Chamber President Henry F. Grady from the Los Angeles Chamber of Commerce assured San Francisco of the co-operation of Los Angeles in San Francisco's bid for U.N.O. capital. "We believe that there are many logical reasons why the organization should be so located and know that you have the facilities necessary to insure the successful operation of such an institution," LeRoy M. Edwards, president of the Los Angeles Chamber, stated.

Messages received from the California Federation of Labor, San Francisco C.I.O. Council, and San Francisco Labor Council offered the backing of California labor in San Francisco's bid for peace headquarters.

State Chamber Meets to Discuss Industry, Agricultural Problems

Industrial and agricultural leaders of California's Central Coast area will participate in a statewide study of manpower, transportation, travel-recreation, taxation and other problems at the first postwar annual meeting of the California State Chamber of Commerce in Los Angeles November 29 and 30.

● **Statewide Action Program.** "This will be the first annual meeting of the State Chamber since 1942," stated Frank M. Shay, regional vice president of the State Chamber, in outlining meeting plans. "The gathering of directors, committeemen and members will provide not only a forum for discussion of postwar problems confronting California, but also a means of organizing a statewide action program for California development."

Harrison S. Robinson, president of the State Chamber, will conduct the general sessions. Highway section sessions will be held by Harry A. Mitchell, president of Sacramento Northern Railway, while Sidney M. Ehrman, statewide taxation committee chairman, will conduct the taxation sessions. The list of program speakers includes business, industrial and agricultural leaders from all parts of the state.

23 Companies Apply for Operations Space at Oakland Airport

Twenty-four commercial aviation firms have applied for a total of almost six acres of hangar and office space at Oakland Municipal Airport, according to a report by Port Manager Arthur H. Abel.

The formal applications include one new airline and regional sales bases for seven national aircraft manufacturers. In addition, several other airlines with route applications pending before the Civil Aeronautics Board have indicated a desire to base their operations at Oakland Airport, the report revealed.

A new application for the designation of Oakland Airport and its proposed reopening to civilian flying is now being prepared for forwarding to the Interdepartmental Air Traffic Control Board, Abel reported. The application will seek approval of non-scheduled flying with the exception of training and testing. The airport must receive the federal designation before the operations proposed by the applicants can be permitted.

First Air Freight Forum Is Held In Oakland

An air freight forum, the first event of its kind on the West Coast, was conducted in Oakland last week by the Aviation Committee of the Oakland Chamber of Commerce.

Purpose of the meeting was to reveal and discuss the latest developments in air freighting and the immediate and long range benefits in prospect for growers, shippers and consumers in the Oakland area.

COPIES OF "ECONOMIC SURVEY" AVAILABLE ON REQUEST

Copies of the new revised and streamlined Economic Survey of the San Francisco Bay Area for 1945 are now available, the Research Department of the San Francisco Chamber of Commerce has announced.

Persons interested in obtaining a copy of this modernized, easy to use edition may do so by filling out the coupon attached below and mailing it to the Chamber's offices.

SAN FRANCISCO CHAMBER OF COMMERCE

333 Pine Street, San Francisco 4, California

Please send me a copy of the 1945 ECONOMIC SURVEY.

Name

Title

Firm

Street

City Zone

Are you a member of the San Francisco Chamber of Commerce? ☐ Yes ☐ No

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, Ext. 72, and refer to the Trade Tip's number.

NEW BUSINESS WITH CHILE—Mr. Alfredo Gomez, owner of a concern in Chile which has 50 authorized warehouses throughout that country, is in States and Chile. His firm operates along novel lines, the details of which may be discussed with Mr. Gomez at the Sir Francis Drake Hotel, where he will be from November 22 until December 1. Information may also be obtained at the World Trade Department.

4407 RUM—Sobo Sugar Estate, Limited, 48 South Quay, Port-of-Spain, Trinidad, is distillers, blenders, bottlers of rum, wish to sell to this market.

4408 TRADE WITH HOLLAND
Nederlandsche Chemischen Handel, P. O. Box 799, Rotterdam, C., desire contact for import and export to act as representatives for chemical products for industrial use, building material such as gypsum, paint material, graphite, etc.

Medica Watten en Gazefabriek, Rooseboomstraat 71, The Hague, desire to represent exporters of wound dress materials, pharmaceutical articles or phials and textile manufacturers.

Hendelensneden Leering, N.V., P.O. Box 49, Hengelo, O., Netherlands, desire to import factory and foundry supplies of every description, also machine tools, hand tools, and household goods such as kitchenware and electric refrigerators. Credit endorsed by the Twentsche Bank at Hengelo.

Agentuur en Commissiehandel A. Lind, Ds. Cottekade 110, Amsterdam, are interested in representing canned and dried fruit producers who desire a reliable agent in the Netherlands.

4409 AGENT FOR CHINA TRADE—Mr. Horace E. G. Smith, 560 Powell Street, San Francisco, EXbrook 5013, recently released from the army, solicits to represent American exporter to be sent to China to handle American products, supervise sales, shipments, etc. Mr. Smith has supervised and directed branch activities of import firm in the sale and distribution of American products, including office equipment, hardware and tobacco, throughout various parts of China. Speaks Chinese, has lived greater part of life in China.

4410 REPRESENTATION IN PHILIPPINES—The Cavite Federation of Retailers Cooperative Association, Inc., with 3000 members and 100,000 pesos paid in to date, desire to represent manufacturers of cigarettes, matches, foodstuff. Reference: Philippine National Bank. Ask that particulars be wired c/o Chamber of Commerce, of the Philippines, Manila.

4411 VISITOR FROM CHINA—Businessman from China, now in San Francisco, is interested in making connections with manufacturers of industrial chemicals and steel. Arrangements for interviews may be made through World Trade Department.

4412 VISITOR FROM SOUTH AFRICA—Mr. Tait of Overseas Business Couriers (S. A.) (Pty.) Ltd., Durban, South Africa, will be in the United States shortly to negotiate with manufacturers wishing to export their products. The company Mr. Tait represents can place immediately export orders for a wide range of articles. Interested individuals may address their inquiries care of Irving Trust Company, 1 Wall Street, New York, and Mr. Tait will try to arrange for a meeting.

4413 REPRESENTATION IN THE PACIFIC—Mid-Pacific Distributors, P. O. Box 1461, Honolulu 6, Hawaii, desire the exclusive representation of manufacturers seeking outlets in Hawaii, China and the Philippines. Interested in toilet articles, novelties, cosmetics, appliances, hardware. Company has inter-island contacts with drug, department and hardware stores.

4414 REPRESENTATION IN URUGUAY—Alfred Schwadron, Rio Branco 1305, Montevideo, Uruguay, seeks connections with manufacturers of table linen, congoletum rugs and oilcloth, plastic articles, costume jewelry, steel hand tools, drapery and upholstery fabrics, elastics, waterproof fabrics.

4415 EXPORTS TO VIRGIN ISLANDS—Alexander Moorhead, P. O. Box 131, Frederiksted, St. Croix, V. I., wishes to receive samples and prices from exporters of brandy, wine and vermouth in barrels; beer and malt tonic in 12 oz. containers; evaporated milk in 6 oz. and 12 oz. cans; cornmeal, wheat flour and scratchified in 100 lb. bags.

4416 FOOD FOR VENEZUELA—Bernard Spira, P. O. Box 872, Caracas, Venezuela, would like to hear from exporters of foodstuffs.

4417 EXPORTS TO CEYLON—Dada Son & Co., 80 Third Cross Street, Colombo, Ceylon, are desirous of establishing business with exporters of sardines in tomato sauce, salmon, apples, condensed milk, tinned meat, fruits and vegetables, confectionery, leather shoes for men, young people and children, textiles, motor spare parts, goldsmiths tools, glassware, tooling gold jewelry, optical goods, paints and varnishes.

4418 DISTRIBUTION IN PUERTO RICO—Guillermo Solomon Padial, P. O. Box 2501, San Juan 11, Puerto Rico, would like to obtain the exclusive distribution rights in Puerto Rico for canned pears, peaches, apricots, grapefruit juice. Would also like to buy lots of any type edible oil—olive, soybean, sunflower, etc.

4419 MACHINERY FOR HOLLAND—"Nieuwe Brieleche," Postbus 5, Briele, Holland, supply machinery, equipment and raw materials to ice cream manufacturers, would like to make connections with manufacturing exporters here who could supply such commodities.

4420 REPRESENTATION IN CUBA—Alberto Alvarez Rosell, Apartado 963, Habana, Cuba, is interested in securing the agency for a fish packer and a fruit packer for the sale of their products on a commission basis. Also interested in representing shippers of general groceries, except wheat flour.

4421 REPRESENTATION IN COLOMBIA—Oswaldo Roman A., Cartagena, Colombia, is interested in making connections with manufacturers for the purpose of obtaining agencies and representations.

4422 FRUIT FOR BRAZIL—Valeriano P. de Souza, Rua Portugal, Bahia, Brazil, is interested in receiving two to four thousand cases of fresh and/or dried fruit per month.

4423 REPRESENTATION IN ITALY—Professor Pasquale Mucci, Via Porta Napoli n. 11, Aversa, Italy, seeks representation of cocoa, sugar, coffee, lamb, oil, coconut oil, palm oil, caustic soda, calcium chloride, foods in general and conner sulphate.

4424 TRADE WITH ARGENTINA—Enrique Schuster e Hijo, Dean Funes 1153-55, Buenos Aires, Argentina, would like to establish business relations with firms in the United States, especially importers. Can supply leather articles, artificial flowers and feathers, toys, vanities, cloth, woolen articles, gloves, sweets, peas, beans, lentils, mani, candles.

4425 ARGENTINE EXPORTS—Andebu del Plata SRL, 25 de Mayo 252, Buenos Aires, Argentina, exports fertilizers and cattle feed, seeks connections here.

4426 AGENCY REPRESENTATION—Guillermo Bermudez, P. O. Box 2251, San Juan 10, Puerto Rico, is interested in obtaining the agency representation of San Francisco firms, on a commission basis. Especially interested in food and cosmetic firms.

4427 REPRESENTATION IN MEXICO—Antonio Curto V., Bolivar 23, Dept. 215, Mexico, D.F., seeks to represent American firms.

4428 REPRESENTATION IN URUGUAY—Luan F. Guerra, Juan Ramon Gomez 2705 bis, Montevideo, Uruguay, would like to represent manufacturers and exporters interested in outlets in Uruguay.

4429 EXPORTS TO ITALY—Svend H. Salomon & Son, Via Bertolini 35 A, Rome, Italy, would like to communicate with American firms exporting technical goods, such as steel wire ropes, tractors, electrical equipment, machine tools, photographic material, etc.

4430 EXPORTS OF STEEL AND IRON—Planella & Blasco, SRL, Pueyrredon 401, Buenos Aires, Argentina, would like to import steel and iron products of all kinds. Import on own account and for account of clients. Complete list of products desired at World Trade Department.

4431 COLOMBIAN COFFEE—Tomas Lopez, Apartado Aereo 1256, Cali, Colombia, offers to export the following grades of Colombian coffee: Medellin, Manizales, Armenia, Sevilla and Bogota Excelso.

4432 BRITISH AGENT—J. Molyneux, 39 Churchgate, Southampton, England, would like to act as agent for canners and packers of fruit, meat, fish, vegetables, dried fruit.

4433 REPRESENTATION IN SWITZERLAND—James West, 42 Av de la Gare, Lausanne, Switzerland, would like to represent American firms producing quality products.

4434 FURNITURE FOR PUERTO RICO—Frank S. Soler, P. O. Box 406, San Juan 2, Puerto Rico, would like to import chiorobes, beds, upholstered living room sets, kitchen furniture, etc.

4435 TRADE WITH MEXICO—"La Oficina," S. A., Luis Moya No. 19, Mexico, D.F., are interested in the purchase of office supplies, toys, plastics, novelties, cheap jewelry, gift articles, etc. Also prepared to sell Mexican goods such as dolls and loofah articles.

S. F. Banks Purchase Properties for Expansion

Three San Francisco banks have purchased city properties for expansion purposes within the past week.

● Site of Office Building

Purchase of the California Market property by the Bank of America for \$750,000 was announced by bank officials, who stated that they plan to erect a 10-story office building on the site.

The San Francisco Bank completed negotiations for purchase of the Financial Center Building for \$2,000,000.

Previously, the Crocker First National Bank had bought the Lick Building on Sutter Street.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56

D-6215—HARDESTY AGENCY COMPANY, 1785 Monaco Parkway, Denver 7, Colorado, wish to represent manufacturers of electrical and mechanical equipment in Colorado, Wyoming and Utah.

D-6216—JOSEPH KOPPERMAN AND SONS, 312-16 New Street, Philadelphia 6, Pennsylvania, seeking a representative for San Francisco and adjacent territory for their pipe line expansion jobs.

D-6217—GEORGE C. KNIGHT COMPANY, 409 Griswold Street, Detroit 26, Michigan, would like to secure representation in this area for their housewares lines.

D-6218—DAVID BERMAN ASSOCIATES, 145 N. Oakhurst Drive, Beverly Hills, California, interested in appointing an exclusive distributor or manufacturers agent in this territory for their dress shoulder pads.

C of C Representative at Supervisors' Meeting

Attending the Board of Supervisors meeting, Monday, Nov. 19, was:

George H. Jess, member San Francisco Chamber Board.

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San Francisco Becomes Full Naval Base

WASHINGTON NOTES

*From Washington Office,
San Francisco Chamber of Commerce*

• FARM MACHINERY

Farm machinery production decreased \$17,707.697 in the third quarter of 1945 from the corresponding 1944 total of \$163,551,380 because of peacetime transition difficulties, the Civilian Production Administration has announced. However, production is expected to start moving up moderately in November. While a reversal of the downward may be expected in the fourth quarter, the present tight situation in manpower and materials is expected to ease very slowly, the Civilian Production Administration emphasized. Accordingly, officials expect only a slow production improvement over the next few months.

• FARM POPULATION

The wartime movements of population away from the farms and of farm residents into non-agricultural work resulted in a sharp decrease in the agricultural labor supply, in spite of the absorption of more women and youths into agricultural employment. According to estimates released by Director J. C. Capt. of the Bureau of the Census, the number of persons employed in agriculture decreased by 900,000 between April, 1940 and April, 1944.

• STRATEGIC MATERIALS

Critical and strategic materials needed by the Army and Navy for defense purposes will be transferred to the military stockpile, although civilian deficiencies in minerals and metals essential to the peacetime economy will be taken care of before any such transfer is made, according to the terms of a regulation announced by the Surplus Property Administration. Reserves of government-owned surplus property needed to cover such civilian deficiencies in minerals and metals will be estimated by the Civilian Production Administration, successor to WPB, and will be available for disposal.

The Regulation applies to surplus property located in the United States. It does not apply to contractor inventory, small lots, and items which would deteriorate if transferred to the stock pile. The screening of surplus property to determine which property shall be stock piled, and which disposed of, has been delegated to the Reconstruction Finance Corporation.

Designation of San Francisco as a full naval base was announced by the Navy last week. This order redesignates the 24 existing naval establishments in the area, organizing them into one administrative unit—the San Francisco naval base.

Eichholz Cites World Trade Developments At Assn. Meeting

American business leaders engaged in foreign trade, while confident of the future, are fully cognizant of the many problems facing full restoration of world trade, according to Alvin C. Eichholz, manager of the San Francisco Chamber of Commerce World Trade Department.

• **New Trade Basis Needed.** Summarizing developments at the recent National Foreign Trade Convention before members of the San Francisco Foreign Trade Association at a luncheon this week, Eichholz declared that international trade is at the crossroads, and that almost a new basis is needed for pursuing our efforts to promote our foreign trade. According to Eichholz, sound fundamentals for operations can and will be established by the businessmen themselves.

At the convention, Eichholz reported, it was emphasized that whatever help this country can give foreign countries on reconstruction problems will hasten their return to private trade.

The shortage of foreign exchange can be prevented, it was claimed, by the maintenance of full operation of American industry, which is possible through reductions in our tariff. Leaders urged immediate negotiations not only of new reciprocal trade agreements but also treaties of commerce and navigation.

The establishment of an international world trade organization was also urged by speakers at the national convention.

Western Aviation Meet Set for December 11-12

The 1945 Western Aviation Conference will be held December 11 and 12 in Sacramento, California, under the sponsorship of western chambers of commerce, the National Aeronautic Association and aviation groups west of the Rocky Mountains.

Chairman of the conference will be Glen B. Eastburn, manager, Transportation Department, Los Angeles Chamber of Commerce.

A line officer of flag rank, separate from the district commandant, will be named commander of the base. He will have authority to issue such orders as may be necessary to implement the administrative reorganization.

"This action is evidence that the Navy recognizes the importance of San Francisco as a strategic port," declared E. J. McClanahan, chairman of the Bay Area Naval Affairs Committee.

"For the past several years our committee has been working toward the increase of naval facilities here," McClanahan commented. "The outlay of over \$513,000,000 by our federal government to build up and improve these facilities in recent years foreshadowed San Francisco's attainment of the rank of full naval base."

Chamber Washington Office Manager Here for Consultation

Frank E. Marsh, Manager of the Washington Office of the San Francisco Chamber of Commerce, has arrived in San Francisco for a 2 weeks' stay.

While here he will be available for consultation with Chamber department heads and members and other groups in the Bay Area on their Washington problems.

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California Leads Nation in Receipts From Farm Meetings

California led the nation in cash receipts from farm marketings in the first eight months of 1945, according to a report by the U. S. Department of Agriculture.

Out of a total of \$12,334,495,000 in national farm receipts for this period California producers received \$1,058,190,000.

Receipts from California crops jumped from a 1944 figure of \$670,487,000 to \$735,149,000, with earnings from livestock and livestock products declining from \$341,367,000 to \$323,041,000.

In estimating gross farm income for the entire year of 1945 at \$24,200,000,000, the department declared the farmers' profit probably will reach its highest point since the wartime rise began, despite peak production costs.

Western Air Lines Schedules \$15,000,000 Expansion Program

Western Air Lines has announced plans to spend more than \$15,000,000 for additional planes, facilities, and ground equipment in their postwar expansion program.

William A. Coulter, Western's president, revealed that Western's expansion program will include a fleet of 28 four-motored air-planes, to supplement the company's present fleet of fourteen twin-engined planes. By June, Coulter predicted, Western will be flying well over a million miles a month.

The new Douglas planes, three of which have already been delivered and are being readied for service, will provide 4,000 additional seats for use by travellers, Coulter said. Carrying from 46 to 56 passengers on each flight, the skyliners will carry travellers at an average speed one-fourth faster than at present.

Chamber Aviation Manager Attends Nationwide Meetings

Kenneth R. MacDonald, manager of the San Francisco Chamber of Commerce Aviation Department, is attending conferences of top aviation leaders this month.

MacDonald attended the Arizona Aviation Conference held in Tucson on November 15 and 16.

He also attended the National Aviation Clinic as a consultant commissioned by Oklahoma's Governor Kerr, when that meeting convened in Oklahoma City on November 19.

Following this meeting, MacDonald departed for Washington, D. C., where delegates to the National Private Flyers' Conference assembled on November 26, 27 and 28.

Enroute to San Francisco, MacDonald will stop off in Detroit for conferences with aviation leaders in the motor capital. Purpose of this visit is to discuss manufacturing plans and distribution setups for private planes.

"California Cavalcade" Featured on Radio By State Chamber

"California Cavalcade"—a California State Chamber of Commerce radio feature, is being broadcast over Station KFWB every Saturday night from 8:45 to 9:00, and over Station KFRC every Sunday night from 10:00 to 10:15.

● **State Problems Featured.** Purpose of the program is to clarify current state problems in California so that the average citizen may develop a better understanding of private industry.

Among the discussions by authorities will be subjects such as the 1946 income tax, the various health insurance plans, veterans affairs, industrial reconversion, small business, agriculture production, highways of the future, labor and housing.

New Private Flying Airport Scheduled for Oakland Area

Addition of a new private flying airport to the Oakland area air map has been revealed by Harold D. Weber, general manager of the Oakland Chamber of Commerce.

● **Former Training Field.** The new airport is the former Able Field, near Warm Springs, which served as a training center for army and navy cadets during the war.

Two former army flying instructors have secured a long-term lease on the 100-acre flying field and will invest \$25,000 immediately on improvements, it was reported.

Developments will include an aerotol, individual hangars, a restaurant and aircraft sales, rental and service facilities.

An application for federal designation of the new airport, known as Private Pilots Aero Service, has been made to the Civil Aeronautics Administration and as soon as it has been approved the field will be opened, according to the report.

U. S. Maritime Service Issues Call for Men

Pharmacist Mates for immediate assignment to administrative duty in the San Francisco Bay Area are urgently needed by the U. S. Maritime Service, it has been announced by Lieut. W. H. Todd, Medical Officer for the Service here.

Former enlisted men who have been honorably discharged from the armed services, and who have had pharmacist mate or hospital corps experience are eligible to apply for ratings starting from hospital apprentice to chief pharmacist.

Candidates may choose assignment to installations in San Francisco, San Mateo or Alameda. Five per cent of base pay is added as longevity allowance for prior military service. Uniforms plus subsistence and quarters are also provided.

Applicants should apply to the Maritime Service Center, 1000 Geary Street, San Francisco.

Pan American Fares Reduced on NY-London, Latin America Flights

New reductions in air passenger fares have been announced by Pan American World Airways.

● **New Transatlantic Fare.** A low transatlantic air fare of \$275 for the 17-hour New York to London flight in landplane Clippers became effective November 24.

Going into effect at the same time are substantial reductions in transatlantic Clipper express rates. The new cargo tariffs reduce express rates to \$1.17 per pound on these landplane Clippers as compared with the flying boat rate of \$2.02 to the British Isles.

New reductions in air passenger fares over the Latin American trunk line routes of Pan American were also announced. This was accompanied by an announcement by Pan American-Grace (Panagra), affiliate company, of similar reductions over its entire west coast system.

CANCCOCE Meets to Elect Officers for 1946

The Central and Northern California Chamber of Commerce Executives will meet in San Francisco on December 4 to elect officers for the 1946 term.

● **Luncheon Meeting.** Officers will be nominated at a meeting of the Nominating Committee in the morning. Following this, a luncheon will be served at the Commercial Club, where the report of the Nominating Committee will be given and the election of officers will take place.

Officers to be elected are: president, vice-president, secretary-treasurer, and four directors.

Watsonville Business Openings

The San Francisco Chamber of Commerce has been advised by Franklin Lowney, manager of the Chamber of Commerce and Agriculture of the Pajaro Valley at Watsonville, that there are good opportunities in that city for a modern cafe and for an architect.

Anyone interested in either of these opportunities should contact Mr. Lowney.

"The Pacific and the New World Order"

will be discussed by

THE RIGHT HONORABLE

HERBERT V. EVATT

P.C., K.C., LL.D., M.P.,

Attorney General and Minister of External Affairs

COMMONWEALTH OF AUSTRALIA



Sponsored by:

INSTITUTE OF PACIFIC RELATIONS
SAN FRANCISCO CHAMBER OF COMMERCE
SAN FRANCISCO COMMERCIAL CLUB

at Luncheon in the Commercial Club

THURSDAY, DECEMBER 6, 1945

**Tables are not reserved, but tickets must be purchased in advance. Members will be taken care of to the limit of capacity, but it will be to your advantage to make reservations early before ticket sales are opened to the general public.*

SAN FRANCISCO CHAMBER OF COMMERCE

33 Pine Street, San Francisco 4, California

Please reserve.....place(s) for me at \$1.50 each at luncheon honoring HERBERT V. EVATT on Thursday, December 6, in the San Francisco Commercial Club, at 12 noon.

(Kindly enclose self-addressed envelope for forwarding tickets.)

Name

Firm

Address

CHECK
ENCLOSED

* At Luncheon in

The San Francisco
Commercial Club

*Thursday Noon
December 6, 1945*

Price \$1.50 per plate
{ \$1.46 plus 4c tax }

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, Ext. 72, and refer to the Trade Tip's number.

4436 VISITOR TO SAN FRANCISCO—Mr. J. Douglas Hagans, agent for Edward B. Joseph, N.D., Hospital Espanol de Santiago, San Pedro Makati, Rizal, Luzon, Philippines, is in San Francisco to make connections with manufacturers who wish distribution and sales for their products in the Philippines. Lines: food, novelties, hardware, electrical appliances, men's, women's and children's clothing, flashlights and bicycles. Purchase will be by revocable letter of credit. Mr. Hagans may be reached at 945 Leavenworth Street, GRaystone 6183.

4437 EXPORTS TO AFRICA—V. T. Perotta, P. O. Box 362, Khartoum, Sudan, would like to import goods for sale in Eritrea and Ethiopia. Willing to act as representative in above-mentioned territories.

4438 REPRESENTATION IN AUSTRALIA—Mr. Frederick T. Larrabee, 243 Main Street, Lewiston, Maine, is the United States agent for J. B. Bismore & Co., Assembly Hall, York Street, Sydney, Australia, and would like to hear from manufacturers of toys, seeds, plastics, ladies' vanity cases, costume jewelry, canned fish, foodstuffs, glassware, etc. Whole agency for Australia desired.

4439 CZECHOSLOVAK MARKET—Zdenek Prokop, Vavelske Nam 28, Prague II, Czechoslovakia, offers services as selling agent, willing to take over representation of products and firms.

4440 REPRESENTATION—Luis Moulou, Amsterdam 118, Mexico, D.F., is interested in the representation of any line for Mexico and Guatemala.

4441 MACHINERY FOR MANILA—Far East American Commercial Co., Inc., 3rd Floor, Villonco Bldg., Quizon Boulevard, Manila, Philippines, seeks connections with manufacturer of equipment for working copra meat, capacity 10 tons oil per day, consisting of: one oil-extractor, one equipment for refining coconut oil, one equipment for island packaging. Also interested in other types of machinery. For further information and specifications call World Trade Department.

4442 SALES IN SOUTH AFRICA—Scott Lindberg, Bismarck, Ontario, Canada, is interested in making exclusive franchise agreements with U. S. manufacturers of all types of products and manufactured goods, on behalf of his principals, M. Mauerberger, Namsque House, Cape Town, South Africa. Complete sales coverage for Union of South Africa and HOLLAND. HOLLAND. HOLLAND. Handel Maatschappij N.V., Singel 514, Amsterdam C., Holland, wish to enter into business relations with manufacturers and exporters of all types American products, chiefly finished articles. Company acts as commission merchants. Full details at World Trade Department.

4443 REPRESENTATION IN PHILIPPINES—Universal Trading Company, Inc., Azcaraga at Corner, Quizon Boulevard, Manila, Philippines, seek exclusive representation of manufacturers. Departments of company: automotive, canned food, clothing, construction, cosmetics, electrical household utensils, machinery, office equipment, paper.

4445 SPORTING GOODS—Republic Athletic Mart, Talab Street, Sialkot City, Punjab, India, manufacture and export tennis, squash, badminton frames, hockey sticks, football cases and gut strings for tennis and badminton.

4446 LAW OFFICES—Raimundo L. Prieto and Sons, patent attorneys, Palma Norte St. No. 10, Mexico, D.F., will take charge of inscribing in the Registry of the National Patent and Trade Mark Division of the Department of National Economy any rights of American exporters already registered in the U. S. Patent Office, as well as any new inventions and marks to be legally protected in Mexico.

4447 EXPORTS TO CUBA—Sierra, Fernandez y Compania, Edificio "Larrea", Empedrado y Azua, Habana, Cuba, are interested in contacting Cuban manufacturers wishing to introduce their products in Cuba. Act as import-export brokers, representatives, distributors and commission agents.

4448 REPRESENTATION IN PHILIPPINES—National Commercial Company, 172 Dimaslang, Manila, Philippines, is anxious to make connections with manufacturers or exporters of shoes, finished dresses for ladies, toilet preparations, novelties, etc.

4449 REPRESENTATION IN CUBA—Enrique Gordon, P. O. Box 1366, Habana, Cuba, is interested in obtaining the exclusive agency of manufacturers of silks, rayon and cotton piece goods, handbags, handkerchiefs, apppers, jewelry and beach wear.

4450 REPRESENTATION IN CENTRAL AMERICA—I. Weinstein-Krivoy & Cia. Ltda., P. O. Box 179, Managua, Nicaragua, seek representations of U. S. manufacturers for Central American countries. Lines: automobile, trucks, radios and accessories, automobile accessories, arms and munitions, water closets and washing stands, toilet soap, chewing gum, refrigerators, all kinds of papers, leather, patented drugs, agricultural machinery, hard wheat flour, electrical engines, generators and diesel motors. Can export: wood, ajonjolli, alligator, reptile and shark skins.

4451 MEXICAN CURIOSITIES—Productos Regionales, S.A., Apartado Postal Num. 5, Rosario, Sinaloa, Mexico, offer to export Mexican products, price list for which may be collected at World Trade Department.

4452 BUILDING MATERIALS FOR MANILA—Amon Trading Co., Ayala Building, Manila, Philippines, would like to get in touch with manufacturers of building materials.

4453 MEXICAN CHILE—The Mexican Arts Co., Ave. 16 de Septiembre, Desp. 112, Mexico, D.F., offer for export Mexican chile. Chile is dry and packed for export.

4454 FLOUR FOR CUBA—Manuel Ordones Ortiz, P. O. Box No. 771, Habana, Cuba, would like to contact a flour mill as for their Cuban agent.

4455 REPRESENTATION IN SPAIN—Manuel Izquierdo, Valencia del Cid, Spain, seeks representations for Spain. Particularly interested in food products, chemical and pharmaceutical products, dry goods, novelties, refrigerators, electrical supplies.

4456 TRADE WITH CAROLINE ISLANDS—Carlos Etschelt, Ponape, Caroline Islands, would like to hear from firms importing copra and exporting miscellaneous goods.

4457 REPRESENTATION IN SAN SALVADOR—Mena, Araujo & Cia., Apartado No. 94, San Salvador, El Salvador, are anxious to get in touch with manufacturers of textiles, crystalware, hardware, foodstuffs, pharmaceuticals, paper articles, etc.

4458 SCHOOL SUPPLIES FOR PHILIPPINES—Catalino D. Yap, Arayat, Pampanga, Philippines, would like to get in touch with manufacturers, dealers or commission handling school supplies. Would like to act as direct importer and exclusive distributor.

4459 EXPORTS TO HAWAII AND ORIENT—Universal Import & Export Co., Ltd., 89 N. King Street, Honolulu 5, Hawaii, is interested in acquiring exclusive franchises to distribute products of U. S. manufacturers for the territory of Hawaii and/or the Orient. Years of experience, valuable connections.

4460 CZECHOSLOVAK TRADE—Bohuslav March, Moravská Ostrava, Czechoslovakia, is interested in exporting various Czechoslovak products to the western United States. Also willing to import such goods as electrical machinery and apparatus for industry, automobiles and motorcycles.

4461 ARGENTINE TRADE—Elami, Lavalle 626, Buenos Aires, Argentine, seek connections with manufacturers of chemicals and pharmaceuticals; producers of metals and their alloys—steel and iron tubes, metal wire, electrical devices, etc.; manufacturers of glass, chinaware, and apparatus for laboratories; general exporters. Will act as agents, exclusive distributors, or as buyers for own account. Export Argentine products such as oils, hides and leather goods.

4462 TRADE WITH CANADA—Swann & Millar of Canada Ltd., 5489 Larch Street, Vancouver, B. C., would like to make contact with import-export houses with whom they could trade reciprocally. Interested in importing household effects such as pottery, artware, china, glassware utensils, hardware, building materials, rugs, and foodstuffs. Can handle general line of exports, particularly war surpluses such as metals, steel, aluminum, aircraft engines and parts, clothing, etc. For present wish to act as sole Canadian distribution agents for manufacturers and producers.

4463 FOOD FOR BARBADOS—C. F. Harrison & Co., Ltd., P. O. Box 304, Bridgetown, Barbados, British West Indies, would like to get in touch with a firm of fruit packers and canners of vegetable and fruit juices that is interested in exporting to the British West Indies.

4464 EXPORTS TO PUERTO RICO—Mendez & Company, Inc., 8 Deposito St. Marina, San Juan 14, Puerto Rico, would like to establish commercial relations with important producers of pottery, plastics, bath, wash basins, medicine cabinets, etc., as well as new products developed during the war. Correspondence may be with Puerto Rico office, or with the president, Emiliano Mendez, who for the present may be reached at 258 Henry St., Apt. A, Brooklyn, New York. Ask copy of communications be sent to either address.

4465 AUSTRALIAN PRODUCTS—Pacific Islands Trading Co., 244 California Street, San Francisco, on behalf of Australian principals offer for importation into the United States the following Australian products: leather goods, leather, boys' shirts, sporting goods, dehydrated mutton, frozen turkeys, chickens, fowls, ducks, short wool sheep skins. Price quoted I.o.b. Sydney or Melbourne. Company also has on hand samples of various Pacific Island souvenirs such as coral, carved figurines, cats eye shells, tapa cloth, hula skirts from such places as Fiji, New Caledonia, Tahiti.

SURPLUS PROPERTY

The Navy Material Redistribution and Disposal Office, 785 Market, is receiving bids on the following surplus materials:

● Under Sales Catalog B-182-46 until 10:00 A.M., November 30 on 17 fluorescent lights and one gas heater. Both lots in used but good condition;

● Under Sales Catalog B-176-46 until 10:00 A.M., December 1 on miscellaneous salvage steel plates, pipe, unsorted fasteners, and scrap;

● Under Sales Catalog B-178-46 until 10:00 A.M., December 1 on 800 tons of salvage lumber including scaffold planks, short length weathered and used items, wedges, etc.; on one lot salvage wood assemblies consisting of scaffold jacks, brackets, bolts, nuts, and hoppers, light towers, "A" frames, etc.; and on one lot of 500 job made wooden tool boxes ranging up to 4'x4'x6' in size.

The Sales Office, Supply Department, Mare Island Navy Yard, under Sales Catalog B-16-46 will receive bids until 2:00 P.M., December 21 on two condemned vessels, both of 1400 gross tons, originally constructed 1918-19 as destroyers but used recently for other purposes.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56

D-6219—THE LANGLEY CO., 236 Huntington Ave., Boston 15, Mass., seeking agency for California manufacturers of machinery, mechanical or electrical appliances, equipment or supplies to be sold in New England territory.

D-6220—ALLIED DISTRIBUTORS, 222 Boston Building, Denver 2, Colorado, interested to act as distributors in the Rocky Mountain States for manufacturers of food and drug products.

D-6221—THE J. T. BARLOW CO., 335 S. Jefferson St., at Patterson Blvd., Dayton, Ohio, would like to act as manufacturers' representative in Ohio and Indiana for local manufacturers of dry goods, notions, wearing apparel, sportswear, toys, novelties, gifts and household items.

D-6222—MR. LLOYD M. BLANCHARD, 1108 MacVicar, Topeka, Kansas, would like to act as manufacturers' agent in Topeka, for local manufacturers.

D-6223—MR. MAX SONENSCHEIN, 3002 E. 24th Street, Vancouver, Washington, interested in acting as a manufacturers' representative, in the East for Western manufacturers.

D-6224—SUPER-FREEZE CO., 326 North La Brea Avenue, Los Angeles 36, California, looking for a dealer for their frozen food storage cabinet. Will give exclusive selling rights in San Francisco. Can be used in home, hotel, cafe or ranch.

FOREIGN TRADE TIPS—Continued

4466 TRADE WITH HOLLAND
C. V. Handel-Centrale Griek, Heemstede, Netherlands, desire contact with manufacturers in the United States of printing office and cardboard factory goods.

D. A. De Graaf's Handel en Industrie, DAGRA, C.V., Diemen, Netherlands, desire agency of reliable American manufacturers of medicinal and pharmaceutical products.

SPECIAL NOTICE—The American Chamber of Commerce in France has supplied the World Trade Department with a list of 614 French firms and individuals who are interested in importing American products. This list may be consulted at the World Trade Department.

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Bay Region Business

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SAN FRANCISCO CHAMBER OF COMMERCE

Volume 2

Thursday, December 6, 1945

Number 49

S. F. Chamber of Commerce Elects Officers — Brayton Wilbur, President

"WORLD TRADER"



BRAYTON WILBUR

New President, San Francisco
Chamber of Commerce

"Some people make collar buttons for a living, and that's a good thing. But I'm interested in the world. That's why I'm a foreign trader."

Brayton Wilbur, 1946 president of the San Francisco Chamber of Commerce, explains in those words how he started the business which in 25 years he has built into a far-flung trading empire.

• **President of Wilbur-Ellis Company**, a leader in the foreign trade field, Brayton Wilbur is also the most zealous kind of San Franciscan, the kind which has adopted this city as his home.

"There's no city in the world like it," he says. "No other city has the international atmosphere, the cosmopolitan culture, the climate, the advantages that San Francisco has."

So the same factors which have made him a successful world trader—interest in the world, in foreign countries, in the romantic, far-flung places—have also made Brayton Wilbur a lover of San Francisco.

It was in this city twenty-five years ago

(Continued on page 4)

Brayton Wilbur, president, Wilbur-Ellis Company, was elected president of the San Francisco Chamber of Commerce Tuesday, December 4, and will take office January 1, 1946.

Wilbur, who was the Chamber's first vice president, succeeds Henry F. Grady, who was the 1945 president.

• **Carl J. Eastman**, vice president, N. W. Ayer & Son, Inc., was elected first vice president of the Chamber.

• **John E. Pickett**, editor, *Pacific Rural Press*, was elected second vice president.

• **George G. Montgomery**, vice president, Castle & Cooke, Ltd., was elected third vice president.

• **Louis B. Lundborg**, general manager of the Chamber, was re-elected fourth vice president.

• **J. Frank Barrett**, partner, Barrett & Hilp, was elected treasurer, and Belford Brown, recent president, San Francisco Junior Chamber of Commerce, assistant treasurer, and M. A. Hogan, secretary.

In accepting the presidency, Wilbur said: "Naturally I feel greatly honored to have been elected president of the San Francisco Chamber of Commerce for 1946; but, at the same time I am aware that it is going to be a great challenge. None of us faces an easy task in the year ahead.

"One might well echo the words of Winston Churchill. We may thank God that our blood is no longer being shed; but there may still be tears, and there will certainly have to be sweat if we are to bridge successfully the era of transition.

"I am glad to be a San Franciscan in these times because it is my conviction that this city has brighter prospects than any other in the world. The future for

(Continued on page 4, col. 2)

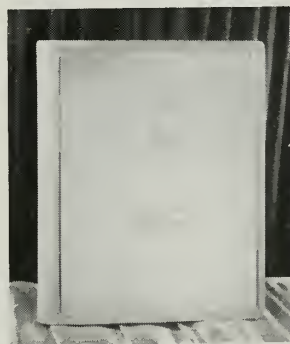
UNO BOOKS ARE AVAILABLE TO C OF C MEMBERS

All but a few copies of the United Nations Organization presentation, printed in a special limited edition by the San Francisco Chamber of Commerce, have been subscribed.

This limited edition, which duplicates the original 72-page portfolio which was produced by a task force of volunteers headed by Carl J. Eastman, is lithographed, bound in linen and half leather, and enclosed in a slip cover.

Members of the San Francisco Chamber of Commerce may share in the financing of this project by taking a subscription at \$185 per copy. This price covers the costs of paper, photography, printing and binding.

Checks should be made out to Harold B. Mills, Secretary, Special Committee on UNO Headquarters, S. F. Chamber of Commerce, 333 Pine Street, San Francisco, 4.



SEE BUSINESS ACTIVITY ON INSIDE PAGES

General Business Activity

Thumb Nail Sketch: by the Research Department

● TREND

Business conditions in San Francisco and the Bay Area continued at a high level during October with the financial transactions comparable with top months of the year. Reconversion of industry from wartime to peacetime base made rapid strides with many industries in the non-durable manufacturing group reporting employment and payrolls above the preceding month and also above the same month last year in contrast to the general shrinkage reported for this field as a whole.

Bay Area financial transactions in October amounting to \$2,406,797,000 were ten per cent above September as well as last October.

● MANUFACTURING INDUSTRIES

During October with the reconversion of industry at full pace the total number of wage earners in the manufacturing industries in the San Francisco-Oakland Industrial Area dropped 46.2 per cent under last October and numbered 134,600 compared to 151,100 in September and 250,600 in October last year. October payrolls compared to last October were off 56 per cent with the ten months average off 26.7 per cent. At the same time many of the industries in the durable and non-durable groups reported individual increases in employment and payrolls over September with a number in the non-durable group also reporting employment and payroll gains over October a year ago. Industries in the non-durable field sharing this distinction include bakery products, apparel, paper and allied products, printing, publishing and allied industries, rubber products, and leather and leather products. Those in the durable group with employment and payrolls above preceding month include lumber and timber, stone, clay and glass products, heating and plumbing supplies, machinery, and automobile equipment.

Average weekly earnings in all manufacturing groups during October amounted to \$48.41 compared to \$45.61 in September and \$59.40 in October last year. In the non-durable or consumer goods group average weekly earnings rose to \$46.05 in October compared to \$45.51 in September and \$44.14 last October. Average hourly earnings for October ranged from 91.8c in tobacco manufactures to \$1.373 in the shipbuilding and repairing industry. Average hours worked per week for all industries amounted to 40.2 in October compared to 37.3 in September and 44.6 in October last year.

In the non-manufacturing industries with the exception of wholesale trade October employment and payrolls were above the preceding month and last October. October payrolls compared to October last year in laundry and cleaning business were up 6.9 per cent, in retail trade 2.0 per cent, and hotels 11.3 per cent, with wholesale payrolls off 0.7 per cent. Payrolls for the ten months period compared to the same period last year were up 6.3 per cent for laundry and cleaning, 5.7 per cent for wholesale, 6.1 per cent for retail and 9.6 per cent for hotels.

● EMPLOYMENT STATUS

Unfilled job opportunities in the San Francisco Bay Area reported by 14 local offices of the United States Employment Service as of November 15 amounting to 20,754 were distributed as follows: professional and managerial 1,093, clerical and sales 6,844, service 2,713, skilled 3,784, semi-skilled 1,359, and unskilled 4,961. At the same time the unemployment claims filed with these offices for this area totaled 38,203. Many of those filing unemployment claims are not compensable as they are now on strike. In San Francisco the job opportunities totaled

8,466, 5,131 of which were in the commercial group and 3,356 in the industrial group and unemployment claims totaled 11,091.

● TRADE

Department store retail sales in the Bay Region in October were up 8 per cent over last October with the 10 months' sales up 12 per cent according to reports from 19 stores to the Federal Reserve Bank in San Francisco which also reported October sales for 29 apparel stores rose 22 per cent with the 10 months' sales up 14 per cent. Department store sales in the Central Valley during October compared to last October were up 10 per cent. Sales in the Los Angeles area were up 15 per cent, in Portland and Seattle 7 per cent, and in Salt Lake City 13 per cent.

Retail sales of independent stores in San Francisco during the first 9 months according to the last report of the Bureau of the Census reveal the following increases compared to the same period last year, the food group sales 3 per cent, eating and drinking places 12 per cent, drug stores 11 per cent, apparel group 14 per cent, motor vehicle dealers 9 per cent, furniture stores 4 per cent, and hardware stores 17 per cent.

Sales at wholesale on the Pacific Coast according to reports from 242 establishments to the Bureau of the Census for the first 9 months were up 2 per cent with sales for September 6 per cent under September last year. Sales for the nation for the 9 months were also up 2 per cent, but the September sales were off only 3 per cent. On the Pacific Coast only automobile supplies, tobacco sales, and lumber and building materials showed any substantial gain. Shoes, metals, machinery, and house furnishings showed the greatest decline.

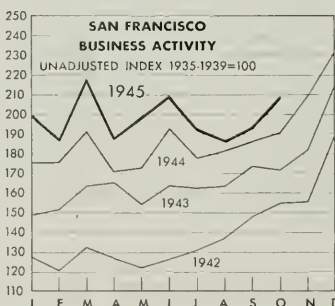
● TRAFFIC

October freight car movements in San Francisco in the San Francisco-Oakland switching limits rose 6.6 per cent over September but were 0.9 per cent under October last year. The 10 months' cumulative of 689,762 cars was up 1.3 per cent over last year.

Bridge traffic continued to mount during October with the Bay Bridge vehicular crossings amounting to 2,406,797 compared to 2,129,791 in September and 1,655,307 in October last year. October vehicle crossings were up 33 per cent over last October and total revenue for the bridge rose 29 per cent to \$610,385 but train and bus passengers carried on the bridge rose only 3.2 per cent. Golden Gate Bridge vehicular traffic during October reached 603,456 crossings or 41.6 per cent above last October. Total revenue amounted to \$316,028 or 37.8 per cent above October last year.

● COST OF LIVING

October living costs in San Francisco, lifted by an increase in food costs, rose slightly above September and were 1.5 per cent above October last year, carrying the 10 months average 2.7 per cent above the same period a year ago.



Survey of Business Conditions in San Francisco

BRANCH OF ACTIVITY	OCTOBER 1945	OCTOBER 1944	PER CENT CHANGE	10 MONTHS 1945	10 MONTHS 1944	PER CENT CHANGE
GENERAL BUSINESS ACTIVITY						
San Francisco C. of C. Index 1935-39 Avg. = 100.	208.8	190.8	9.4	197.9	181.7	8.9
CONSTRUCTION PERMITS						
Total..... (number)	593	321	84.7	4,483	3,461	29.5
..... (value)	1,844,942	473,854	289.3	12,652,852	10,510,119	20.4
Residential, New..... (number)	175	42	316.7	1,304	1,194	9.2
..... (value)	967,400	155,550	521.9	6,997,335	6,907,575	1.3
Single-Family Dwellings, New..... (number)	149	42	254.8	923	1,120	17.6
..... (value)	722,550	155,550	364.4	4,121,775	3,827,750	7.7
Non-Residential, New..... (number)	17	9	88.9	105	85	23.5
..... (value)	344,750	35,040	883.9	2,198,825	557,700	294.2
Additions, Alterations and Repairs..... (number)	410	270	51.9	2,251	1,615	39.4
..... (value)	532,792	283,264	88.1	3,229,033	2,935,009	10.0
Installations..... (number)	.....	101	.....	823	668	23.2
..... (value)	.....	.....	.....	227,669	.....	.....
REAL ESTATE						
Sales..... (number)	1,505	1,224	23.0	13,148	11,180	17.6
..... (value)	14,253,748	10,856,008	31.3	140,285,798	105,303,417	33.2
Mortgages and Deeds of Trust..... (number)	1,373	1,050	30.8	10,502	.....	.....
..... (amount)	8,770,515	9,652,263	9.1	81,261,628	.....	.....
Releases..... (number)	.....	1,175	.....	11,743	.....	.....
..... (amount)	.....	11,038,453	.....	83,517,540	.....	.....
RETAIL DEPT. STORE SALES						
San Francisco..... (index)	215	201	7.0	193	170	13.5
FINANCE						
Bank Deposits..... (\$000)	1,884,828	1,658,037	13.7	17,383,887	16,087,179	8.1
Bank Clearings..... (\$000)	1,419,354	1,291,355	9.9	12,859,397	12,115,397	6.1
Postal Receipts..... (\$)	2,769,726	3,048,832	-9.2	42,015,756	27,553,310	53.6
San Francisco Stock Exchange..... (no. shares traded)	1,130,302	503,249	126.6	7,160,468	5,015,049	42.8
..... (market value)	20,025,957	8,456,252	136.8	143,660,238	82,164,190	74.8
COMMERCIAL FAILURES						
Liabilities..... (\$)	24,122	0	.....	8	12	-33.3
Assets..... (\$)	5,586	0	.....	183,576	293,291	-37.4
EMPLOYMENT & PAYROLLS—Bay Area (5 Co.'s) (a)						
Employment..... (index)	160.5	298.4	-46.2	228.7	306.3	25.3
Payrolls..... (index)	248.1	564.0	-56.0	424.3	579.2	-26.7
NON-MFG. INDUSTRIES (5 Co.'s) (a)						
Laundry, Cleaning, Dyeing..... (payroll)	173.0	161.8	6.9	167.7	157.7	6.3
Wholesale Trade..... (payroll)	147.9	149.0	-0.7	151.1	142.9	5.7
Retail Trade..... (payroll)	145.0	142.1	2.0	139.2	131.2	6.1
Hotels..... (payroll)	217.5	195.5	11.3	203.5	185.7	9.6
PLACEMENTS IN SAN FRANCISCO—U. S. E. S.						
Industrial Placements..... (number)	6,312	11,526	-45.2	99,826	121,286	-17.7
Commercial Placements..... (number)	5,058	10,407	-51.4	87,500	109,699	-20.2
TRANSPORTATION						
Freight Car Movements..... (number)	29,816	31,005	-3.8	304,906	308,383	-1.1
San Francisco Airport Traffic..... (no. planes)	3,336	2,009	66.1	27,249	16,171	68.5
..... (no. passengers)	43,914	27,814	57.7	364,685	207,118	76.1
Express Shipments—Rail..... (number)	423,845	347,281	22.0	3,454,746	2,990,664	15.5
Air Mail Loaded..... (number)	14,202	10,450	35.9	108,322	81,700	32.6
Air..... (pounds)	1,617,328	1,069,595	51.2	17,717,631	7,767,607	128.1
UTILITIES AND NEW DEVELOPMENTS						
Electrical Energy Sales Index..... (k.w.hrs.)	172	163	5.5	183	166	10.2
Industrial & Commercial Gas Sales..... (cu.ft.)	999,952,000	999,635,300	0.0	10,840,253,900	9,423,665,000	15.0
Water Consumers..... (net gain)	174	201	-13.4	1,910	1,863	2.5
Tourist & Settler Inquiries..... (number)	138	71	94.4	1,245	600	106.5
DAIRY RECEIPTS, FRUITS AND VEGETABLES						
Butter..... (pounds)	1,945,726	3,061,636	-36.4	41,883,948	41,689,133	0.5
Cheese..... (pounds)	1,482,459	1,700,301	-12.8	13,810,912	13,251,032	4.2
Eggs..... (cases)	83,998	108,915	-22.9	1,274,275	1,526,327	-16.5
Poultry, Dressed..... (pounds)	3,940,472	5,624,405	-29.9	18,857,796	26,502,836	-28.8
Fruits & Vegetables..... (carlots)	2,278	2,338	-2.6	19,429	20,433	-4.9
LIVESTOCK SLAUGHTER (b)						
Cattle..... (total number)	208,689	213,655	-2.3	2,003,115	2,116,295	-5.3
Calves..... (number)	51,636	44,316	16.5	430,610	355,240	21.2
Sheep and Lambs..... (number)	16,949	18,943	-10.5	126,966	136,811	-7.2
Hogs..... (number)	116,694	107,165	8.5	1,157,071	1,003,850	15.3
SAN FRANCISCO LIVING COSTS 1935-39 Avg. = 100						
Food..... (index)	147.9	145.2	1.9	147.3	143.0	3.0
Clothing..... (index)	143.6	139.8	2.7	142.6	136.2	4.7
Rent..... (106.4)	106.3	106.3	0.1	106.3	106.2	0.1
Fuel, Electricity and Ice (c)..... (index)	92.9	92.6	0.3	92.7	92.5	0.2
House Furnishing Goods..... (index)	131.5	138.7	-5.2	132.0	129.5	1.9
Miscellaneous..... (index)	131.5	130.5	2.0	132.5	128.8	5.3
All Items..... (index)	132.9	130.9	1.5	132.3	128.8	2.7

(a) These data are based on reports submitted to the Division of Labor Statistics and Law Enforcement, State of California

(b) Federal Inspection—San Francisco District.

(c) Gas costs have declined since 1925 and electricity costs since 1921.

Acknowledgment is hereby made to Thomas Magee & Sons, Dun & Bradstreet, Inc., local utilities, private organizations, Federal Reserve Bank of San Francisco, California State Departments of Industrial Relations, Agriculture, and Employment, and the United States Departments of Labor, Agriculture, and Commerce, and the United States Bureau of the Census, for the basic data each contributed toward this survey compiled by the Research Department, San Francisco Chamber of Commerce.

Wilbur - World Trader

(Continued from page 1):

that he started with a small importing firm specializing in fishery products.

"We had more hope than capital," Wilbur laughs. "But we made a go of it."

The hope was, however, supported by two years' previous experience with Rogers Brown & Company which Wilbur joined in 1919 on leaving the armed forces after service as a first lieutenant.

His company transferred him to San Francisco and he knew immediately that this was the city where he would make his home.

"I just liked it here," he says. "And, in 1921, when the opportunity came to go into business for myself I took it. There was a sort of a depression along about that time, if you remember. But I knew something about the world trade business, and its prospects looked good to me."

In the years since then the growth of Prayton Wilbur and his company has paralleled the growth of San Francisco.

"We grew with the city. We minded our own business, did the best job we knew how to do, and that was about all there was to it."

• Twenty-five Years of Trading

That simple explanation by Wilbur glosses over the adventures, the struggles, the crises and triumphs of twenty-five years of trading all over the world. Wilbur made his first trip abroad in 1925, and visited Europe, the Orient, and South America. He returned to San Francisco with new markets for the lines handled by Wilbur-Ellis Company.

Since then he has made many trips to foreign lands, supervising personally the affairs of his company and its subsidiaries. He speaks Spanish, some French and has made himself an expert in international affairs. He is a director of the Institute of Pacific Relations and a student of world politics.

In the course of a busy life he has found time to cultivate many other hobbies—and they are as diversified as the man himself. Science and natural history are among his interests. He is a patron of the American Museum of Natural History. He is interested in art, is a member of San Francisco's Bohemian Club which is world famed for its artistic, literary, and dramatic activities.

Wilbur is a quiet man. He does not like publicity. He is embarrassed by personal attention; but when the subject turns away from himself to the topics of his interest—to San Francisco, or to world trade, he comes alive. He will brave the terrors of public meetings, committees, radio microphones, press interviews and all the rest in the service of a cause in which he is interested.

San Francisco is one of those causes. And the Chamber of Commerce is one of his interests. He has given both many years of loyal service. In 1945 he was the first vice president of the Chamber of Commerce and before that was an active member of the Foreign Trade Committee of the Chamber and the Foreign Trade Association.

His work in those posts has culminated in his election as the president of the San Francisco Chamber of Commerce for 1946, and he looks forward to the year as a challenge. It will be a year full of many problems arising out of the transition from war to peace, but those who have worked with Wilbur know he is equal to them.

The far-flung network of trade lanes built up by the Wilbur-Ellis Company in the course of the past twenty-five years has given him contacts with leaders in other countries. His firm, with three wholly owned subsidiary companies and offices in New York, Chicago, Seattle, Los Angeles and San Francisco, is now one of the nation's leading import and export companies.

(Continued on column 3)

Election of Chamber Officers

(Continued from page 1)

this city is limitless if we will but pull together.

"It is the job of the Chamber of Commerce to be the community agency which pulls together the various groups and interests to work for the common cause of economic development and prosperity. The man who accepts the presidency of the Chamber of Commerce assumes a position of leadership and responsibility so great as to make one feel quite solemn in the face of it. I can only hope that it will be possible for me to carry on the illustrious tradition of my predecessors in this post.

"During the year just past San Francisco and its Chamber of Commerce were fortunate indeed to have Henry F. Grady as president. The year of the United Nations Conference on International Organization, of victory and peace has been a momentous one in the annals of the Chamber of Commerce as well. In the coming year we are going to have to face the problems of peace, of reconstruction, rehabilitation—indeed of rebuilding the physical plant itself, of our own City of San Francisco.

"Already we have rolled up our shirtsleeves and gone to work on those problems. I know that with the loyalty and enthusiasm of the members of the Chamber of Commerce, its board of directors and staff, and the support of the community we will be successful.

"The policies of Bay Region Unity, of good neighborliness toward the cities and agricultural areas surrounding San Francisco, of developing the Bay Area as a great world center are policies which I hope to continue in the coming year.

"It seems to me that the policy of unity rests on two principles—unity within and friendliness without. The various groups within our own community must work together with each other; and the community as a whole must cooperate with the other communities on which it depends. The greatness of San Francisco derives from the greatness of the Pacific Basin generally, from its position in the world, from the richness of the Western Empire, and from the progress of the manufacturing, agricultural, and metropolitan areas which surround San Francisco.

"That being so, I ask that all elements in the community get behind the Chamber of Commerce and support its program for the advancement of the whole region. I shall contribute the best I have, but I will need the help of everyone in San Francisco."

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WASHINGTON NOTES

From Washington Office,
San Francisco Chamber of Commerce

• APPOINTMENT

Alfred L. Ransome has been named supervisor of the San Francisco office of the Metal Economics Division of the Bureau of Mines. Mr. Ransome, lead and zinc economic specialist in the Washington office, will fill the supervisory position which has been vacant since last April when Charles White Merrill was appointed chief of the Metal Economics Division at Washington.

Ransome, a mining engineer graduate of Stanford University, has written largely on the economics of lead and zinc. Before joining the Bureau in Washington, he was co-author of a bulletin on quicksilver published by the California Division of Mines.

• SURPLUS PROPERTY

Government surplus property originally costing \$89,198,000 was disposed of during October at a price of \$33,054,000, the Surplus Property Administration has announced. Disposals during October were \$23,831,000 greater than during September, measured in original cost. In addition to disposals, there was \$44,815,000 of surplus property on lease on October 31.

These preliminary estimates do not include disposals in foreign countries, which during September amounted to \$7,632,000. Agencies disposing of surplus property received new net acquisitions of \$3,029,464,000 during October. The surplus property inventory at the end of the month, exclusive of property on lease and property overseas, was \$6,955,541,000. The largest single item in surplus is non-salable aircraft, with a total inventory on October 31 of \$3,723,443,000.

WILBUR—World Trader

In addition to being president of the Wilbur-Ellis Company, he is vice president, Hurley Marine Works, Oakland, and president of Connell Bros. Co., Ltd., San Francisco export firm since 1895, which is one of three subsidiaries of Wilbur-Ellis Company.

The other two subsidiaries are Cia. Wilbur-Ellis S.A., of Buenos Aires, and Cia. Wilbur-Ellis Peruana, S.A., of Lima.

Before the war Connell Bros. Co., Ltd., exported directly to the Far East through offices in Shanghai, Hongkong, Singapore and Manila. Wilbur-Ellis Co., a general export-import firm specializing in fishery products, vitamin oils, fertilizers and other lines, traded feeds and steel throughout the Orient, India, South America, and Egypt.

Wilbur is a director of the Federal Reserve Bank of San Francisco. Among his club affiliations are the Bohemian Club, Pacific Union Club, and Burlingame Country Club.

He was born in Salt Lake City, Utah, January 23, 1896. He received his education at the University of Washington, and was awarded his A. B. by that university in 1917, whereupon he entered the United States Army.

On April 19, 1923, he married Matilda Baker. They have four children: Louise, Lolita, Mary, and Brayton, Jr.



Bay Region Business

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WASHINGTON NOTES

From Washington Office,
San Francisco Chamber of Commerce

• EMPLOYMENT

Although employment conditions in most of the Nation's principal labor market areas remained virtually unchanged in November, the San Francisco Bay Area classification was reduced from that of a balanced labor supply to one of labor surplus, according to Robert C. Goodwin, Director of the United States Employment Service. This was partially due to a decline in shipbuilding and ship repair.

Reports from 133 labor market areas, containing a total population of 69,451,550, disclosed significant changes in only eleven areas since the end of October.

• TIRE PRODUCTION

The Civilian Production Administration and the Office of Price Administration have announced that passenger tire quotas for December are 2,500,000, the same as for each of the past six months. Production of passenger car tires has increased sharply in the past few weeks and, barring work stoppages, is expected to attain the scheduled production goal of 11,000,000 tires in this quarter.

With the continuation of the 2,500,000 passenger tire quota, local boards should be able to supply the immediate tire needs of applicants who have no other means of getting to their jobs or performing them, OPA said. In addition, the seasonal decline in demand is expected to be reflected by a reduction in the national backlog of unfilled applications in December.

• WAR HOUSING

Telegraphic orders freezing further disposal of any movable war housing units under the jurisdiction of Federal Public Housing Authority except to house veterans and servicemen's families have been issued to all Regional Offices, FPHA Commissioner Philip M. Klutznick has announced. The order conforms to policies of the National Housing Agency and the FPHA already in force, but establishes tighter control and review to insure maximum use of war housing for veteran needs.

• BRICK PRODUCTION

Production of brick, one of the scarcest of the materials essential to construction, is on the upgrade, J. D. Small, Administrator of the Civilian Production Administration has announced. Pointing to steadily climbing production, Mr. Small said that June production totaled only 182,000,000 bricks while in September 211,000,000 were made, with October brick production estimated at 247,000,000 and it is believed that November production will amount to 265,000,000. The backlog of orders for brick and structural clay tile, however, is still tremendous, estimated at from three to six months of production.

Western Merchandise Mart Will Construct \$1,800,000 Addition

Investment of \$1,800,000 for an expansion of the present building housing the Western Merchandise Mart has been announced by Frank K. Runyan, president of the Mart.

C of C Representative Testifies at Bay Area Housing Conference

Private enterprise is fully able to meet the home building requirements in this area, according to testimony presented by William A. Marcus, San Francisco Chamber of Commerce representative, at a housing conference held in the city this week.

• Presentation of the Chamber's testimony was made at a two-day meeting sponsored by the California State Reconstruction and Reemployment Commission and attended by officials of government agencies and representatives of industry.

A study of housing needs made by the Chamber's Research Department revealed that private enterprise has adequate building sites ready for development and ample funds available for financing all needs for home construction, awaiting government action to eliminate present bottlenecks and shortages.

Marcus urged that usable building supplies held by government agencies be made available at once. He further urged the adoption of a program of preventing work stoppage by observance of collective bargaining between employers and employees and asked that public construction be minimized to give housing need a preference.

Freeway Route is Discussed at Meeting

Representatives of the State and City governments met with the San Francisco Chamber's Industrial Department Sites and Building Section last week and presented detailed information concerning the relationship of the proposed Peninsula freeway to the city's industrial areas.

Colonel John H. Skeggs, District Highway Engineer, A. L. Weymouth, Assistant Engineer, State Division of Highways, and Ralph W. Wadsworth, San Francisco City Engineer, met with the Section under the chairmanship of J. Frank Barrett.

The present building, erected in 1937, contains over half a million square feet of floor space and represents an investment of \$3,000,000.

The addition will run 325 feet down Ninth Street, from Market to Jessie, and will be half again as large as the present building.

• Completion in 1947

"Already home goods manufacturers, distributors and wholesale firms throughout the nation have reserved office and showroom space which becomes available about January 1, 1947," Runyan stated.

The Mart houses representatives of one thousand factories in furniture, radios, appliances, floor coverings, gifts, housewares, toys, decorative accessories and textile lines. These factories supply half a billion dollars' worth of home goods annually to merchants in the Western area. 60,000 visits a year are made to the Mart by retail store executives and buyers of home goods from the eleven Western states.

"By this new construction, the Mart, which already epitomizes San Francisco's western preeminence in this field, points the way to this city's great postwar future," stated Louis B. Lundborg, general manager, San Francisco Chamber of Commerce.

Large Manufacturers Directory Is Available to CofC Members

A revised edition of the Large Manufacturers Directory has been compiled by the Domestic Trade Department of the Chamber of Commerce.

The new edition includes 392 manufacturers in the 12 Bay Region counties with 100 or more employees. It also lists the name of each company, address, location, telephone, chief executive, number of employees and the type of activity.

As an indication of Bay Region unity, the Directory was compiled cooperatively by all of the chambers of commerce in the areas covered.

Chamber members interested in obtaining copies of this directory may contact the Domestic Trade Department, San Francisco Chamber of Commerce.

IN THIS ISSUE:

Series of Marketing Conferences Slated. Page 3

University of California to Hold Institute of World Trade in Jan.

To meet the increased demand for current information on the techniques and regulations in the conduct of import and export trade, the Bay Area World Trade Promotion Committee, under the chairmanship of Charles Romanowitz and in cooperation with the Extension Division of the University of California, has completed arrangements to hold an Institute of World Trade, January 24, 25, and 26, at the Extension Division's auditorium, San Francisco.

With the increasing awareness of the importance of world trade in the future business economy of the Bay Area, executives of hundreds of manufacturing concerns plan to avail themselves of this practical information. A description of the services and facilities available in the Bay Area to assist in the promotion and handling of world trade will also be presented.

More than a dozen experienced foreign traders will give the benefit of their practical experience to assist manufacturers at the sessions in establishing their foreign trade policy immediately and plan now to enter foreign markets.

● **Registration fee for the series**, including copies of all talks, will be \$12, with special consideration being given to servicemen interested in this field, whose registration fee will be \$7.50. A brochure outlining the series of talks will be available on request shortly.

Bay Area War Work Exceeds \$5,732,000,000

War supply and facility contracts and project orders awarded to the San Francisco Bay Area exceeded \$5,732,939,000 at the end of June 1945, according to information just received by the Chamber's Industrial Department from the Statistics Bureau of the War Production Board. The total was made up as follows:

Supply Contracts	\$3,996,607,000
Facility Contracts	871,634,000
Project Orders	864,698,000

The "Bay Area" in this case consists of seven counties—Alameda, Contra Costa, Marin, San Francisco, San Mateo, Santa Clara and Solano.

The comparable total for California was \$20,662,935,000, made up as follows:

Supply Contracts	\$17,127,201,000
Facility Contracts	2,525,225,000
Project Orders	1,010,509,000

New York and Michigan are the only states which had more war work than California.

In the Bay Area, contracts for ships totaled \$3,053,119,000.

50 Manufacturing Firms Buy Unimproved Land In East Bay Area

Fifty major manufacturing firms have purchased 275 acres of unimproved industrial property in the East Bay area this year and will construct modern industrial plants during 1946, according to an announcement by Harold D. Weber, general manager of the Oakland Chamber of Commerce and executive secretary of the Metropolitan Oakland Area Committee.

● All Communities Represented

The industrial property is located within the communities of Oakland, Berkeley, Albany, Alameda, Emeryville, San Leandro, Hayward, Eden Township and the southern industrial area in Richmond.

Weber pointed out that an estimate of the cost of the land, added to the projected cost of buildings, would total upwards of \$12,000,000. This does not include, Weber added, equipment and machinery costs, which would add millions of dollars to the total that industry is investing in new plants throughout the area.

Bay Area Aviation Committee Develops Aviation Legislation

Aviation legislation proposed for presentation to a special session of the California legislature was discussed at a public hearing sponsored by the California Legislative Interim Committee on Aviation, December 10.

Members of the Bay Area Aviation Committee who attended the hearing included Edward P. McCall, chairman of the legislative sub-committee, and Kenneth R. MacDonald, secretary of the committee.

Developments of this hearing will be reported at the monthly meeting of the Bay Area Aviation Committee on Friday, December 14. Fred Ellsworth, chairman of the Airports sub-committee, will also report on the development of Master Airport plans.

U. S. Chamber to Hold Series of Marketing Conferences in 1946

On the basis that distribution in the postwar period is a key to high employment, the Domestic Distribution Department of the U. S. Chamber of Commerce will sponsor a series of Marketing Conferences in various cities throughout the country early next year.

● **The first meeting** is scheduled to be held at the Senator Hotel, Sacramento, February 11. Meetings are also slated in Dallas, Atlanta, New York, and Chicago during February and March.

Subjects to be discussed include consumer credit; reconversion and the distributor; distributor-manufacturer relations; personnel in distribution; surplus property disposal and the distributor; federal fiscal policy and taxation; food and agricultural problems; and advertising and sales promotion.

Purpose of the conference is to advance suggestions for consideration by progressive distributors and distributing organizations for finding markets for from 30 to 50 per cent more goods and services in the United States.

Retailers, wholesalers, manufacturers, and sales, personnel, advertising and service trade executives are invited to attend these conferences.

Former C of C Executive Gets Phoenix C of C Post

Lewis E. Haas, former assistant manager of the San Francisco Chamber of Commerce, was recently elected general manager of the Chamber of Commerce of Phoenix, Arizona.

Associated with the San Francisco Chamber from 1920 to 1927, Haas at one time served as the Chamber's Washington representative. After leaving the Chamber he became business manager of the San Francisco Chronicle.

Little Federal War Housing Is Available for State at Present

Only a small amount of federal emergency wartime housing can be made available in California within the next year, according to Howard Reynolds, assistant regional director of the Federal Housing Authority.

Reynolds stated that the Authority estimates the termination of housing projects will provide fewer than 10,000 units by November, 1946.

CANCCOCE Elects Officers for 1946 Term

The Central and Northern California Chamber of Commerce Executives met last week to elect officers for 1946.

Officers elected were: President, Mrs. Iona Booth, manager, Contra Costa County Development Association, Richmond; vice-president, Fred C. Tatton, manager, Central Coast District, California State Chamber of Commerce; secretary-treasurer, C. P. Tanner, assistant general manager, San Francisco Chamber of Commerce.

The following directors were elected: F. S. Van Arsdale, manager, Lodi Chamber of Commerce; Guy R. Kennedy, manager, Vallejo Chamber; Robert L. Kimmel, manager, Modesto Chamber; and Fred S. McCargar, manager, Salinas Chamber.

Contract Signed for Air Shipment of California Flowers

Completion of a contract with National Skyway Freight Corporation for the transportation via air of 12 tons of fresh flowers weekly from various California points to the Mid-west and East has been announced by California Flower Shippers Association.

The association, a statewide organization with offices in San Francisco, San Mateo, and Los Angeles, stated that this weekly cargo will require three of National Skyway's twin-engine planes, each of which can transport four tons.

According to the announcement, this contract becomes the largest commercial air cargo schedule in the nation, second only to the U. S. airmail contract.

S. F.-L. A. Airline Highway Urged At Meeting of Highway Groups

Support of a third north-south highway between the San Francisco Bay Area and the Los Angeles territory was pledged by northern California groups at a meeting of the Airline Highway Association at the San Francisco Chamber of Commerce last week.

Families of Chamber Members to Greet Returning Ships

An invitation has been extended to 50 wives of members of the San Francisco Chamber of Commerce to attend a "welcome home" party for returning veterans aboard the *Cavanaugh* on December 21.

The invitation was issued by Major General Homer M. Groninger, director of the San Francisco Port of Embarkation. Major Groninger stated that members of the party will meet at 6:45 A.M. at the dock at the foot of Hyde Street, where they will board the *Cavanaugh* and proceed to Golden Gate Bridge to greet the incoming ships. The ship will return about 9:30 A.M.

Additional information may be obtained by calling Lt. Krebs, Garfield 3074, Extension 136.

Aviation Representatives Attend Western Conference

Airport development, private flying, commercial air transportation and aviation legislation were among the problems discussed at the Western Aviation Conference at Sacramento, December 11-12.

● C of C Representation

Speeches by Governor Earl Warren and General H. H. Arnold highlighted the sessions of the two-day conference, held under the auspices of the National Aeronautic Association and chambers of commerce in Arizona, California, Idaho, Nevada, Oregon, Utah and Washington.

Aviation representatives from the San Francisco Bay Area who attended the meeting included Edward P. McCall, Ivar Akselsen, president of the Bay Area Chapter, National Aeronautic Association, and Kenneth R. MacDonald, manager of the Aviation Department, San Francisco Chamber of Commerce.

MacDonald also served as secretary of the private flying panel during one of the sessions.

Bay Area C of C Heads Greet Pacific Veterans

Bay Area Chambers of Commerce executives were guests of the San Francisco Port of Embarkation and Ruben Neuhauss, secretary, Pittsburg Chamber of Commerce, on Friday, December 7, for firsthand observation of the reception of returned Pacific war veterans.

The party greeted troops of the 117th Field Artillery, 31st "Dixie" Division, at Pier 15, made the trip up the Bay to Camp Stoneman with them and observed their "briefing." Members of the party were later served the steak dinner furnished to all Pacific veterans upon their arrival at the camp.

Statements supporting the necessity for this highway were developed at the meeting for presentation to the Joint Legislative Interim Committee on Highways in their statewide study of highways now underway.

● "Airline" Highway

This route, which has been named the Airline Highway, would parallel the flight routes of north-south airlines, developing the present route from Gilroy to Maricopa Junction via Hollister, Coalinga, Taft and Maricopa, all of which has been in the secondary system since a 6600-mile addition to that system was authorized by the 1933 Legislature.

Stating that this highway would be safer and faster than the present routes between San Francisco and Los Angeles, the highway group has prepared evidence to show that creation of this route would result in savings in mileage and cost of vehicle operation.

"This third north and south route will be at least 72 miles shorter than route 101 and at least 25 miles shorter than route 99," explained Jacob M. Leonard, chairman of the Airline Highway Committee, San Benito Chamber of Commerce.

Another meeting will be held in Los Angeles on December 19 for the purpose of outlining a report to be presented to the State Interim Committee on Highways.

Western Adds Three S. F.-L. A. Daily Flights

Approximately 3,780 additional passengers will be able to fly between San Francisco and Los Angeles each month as a result of a 40 per cent increase in service inaugurated last week by Western Air Lines.

Three new daily non-stop round-trip flights to Los Angeles have been added to the airline's existing schedule, raising the total to 22 trips daily, according to an announcement by Thomas Wolfe, vice-president of traffic.

The increased service has been made possible by return of extra planes to the airline by the Army, Wolfe said.

Bay Area Plants to Appear in Series of Aerial Photographs

A series of aerial photographs of Bay Area commercial and industrial plants, together with sites available for post-war development, will be taken by Fred Mae, Pacific Coast aerial photographer, according to an announcement by Edwin H. Wilder, San Francisco public relations counsel.

SURPLUS PROPERTY

The Navy Material Redistribution and Disposal Office, 785 Market Street, is receiving bids on the following material:

- **Sales Catalog B-199-46** until 10:00 A.M., December 14, on vocational engineering instruction models consisting of 1 sectionalized cartridge engine starter; 1 combustion-type starter; 1 hydraulic instruction bench; and 1 timing magnet.
- **Sales Catalog B-201-46** until 10:00 A.M., December 19, on 6 salvable cable reels; 1 54 inch in size; 2 of 42 inches and 3 of 48 inches.
- **Sales Catalog B-200-46** until 10:00 A.M., December 20, on scrap cellulose acetate inhibitors, size 3/16 inch x 1 1/2 inch, ranging from 4 inch to 12 inch.
- **Sales Catalog B-203-46** until 10:00 A.M., December 21, on 7 Francis Auto Bubbler, standard Burrell gas analysis apparatus in usable condition.
- **Under Sales Catalog B-181-46** until 10:00 A.M., December 14, on 25,000 shoes, non-matted and miscellaneous types.

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, Ext. 72, and refer to the Trade Tip's number.

VISITORS TO SAN FRANCISCO

4467 CHILE, EXPORT-IMPORT REPRESENTATION—N. A. Rautio, Gomez Co. Ltda., P.O. Box 9687, Santiago, Chile; company operates authorized warehouses throughout country, also in import-export business. In position to represent manufacturers to Chilean Government projects, including prefabricated houses, household supplies and equipment and appliances, industrial, mining, other machinery equipment, tools, etc., etc. Exports native Chilean products. Requests manufacturers submit catalogues direct to him. Santiago, Mr. Gomez will be in San Francisco another two weeks. Can be reached at San Francisco Drake Hotel, Santiago and local back references.

4468 ARGENTINA, CUSTOMS BROKERS—Mr. Adalberto F. Kolden seeking firms interested opening branches in Argentina. Company acts as customs brokers and forwarding agents, equipped to handle all lines. Write directly to Av. R. Saenz Peña 501, Buenos Aires, Argentina.

4469 SOUTH AMERICA, REPRESENTATION—Two representatives of The Andean-American Company, 626 Middlefield Road, Palo Alto, are leaving for six-week business trip to West Coast South America. Offer services to firms, individuals with business interests in that area. References World Trade Department.

REPRESENTATION

4470 ARGENTINA—Julio Neer, Paso 354, Buenos Aires; dental equipment, metal polish, plastics, electrical materials.

4471 CANADA—Metals Limited, 566 Beatty Street, Vancouver, B.C.; acts as plumbing and heating jobs. Also interested in distributing to retail hardware stores.

4472 CANADA—Chapman Agencies, 1253 McGill College Ave., Montreal, Quebec; one of two lines marketable in Quebec or Canada as whole.

4473 CHILE—Morris Rosen, P.O. Box 3187, Santiago de Chile; any lines. Asks catalogues, prices, etc. **4474 CHINA**—P. L. Rautio, c/o Star Merchandise Co., 565 11th Street, Oakland, California, wants connections with export-import firm for whom he might act as agent in China. Experience in Far Eastern markets; speaks Chinese and Russian; references.

4475 GUATEMALA, EL SALVADOR, HONDURAS—Julio Lopez Martinez, 9a. C. O. No. 7, Guatemala, C.A.; foodstuffs, textiles, clothing, pharmaceuticals, hardware, machinery and tools, electrical appliances, glassware, etc.

4476 HAITI—International Exchange, Crystal Market Building, Port-au-Prince; any lines.

4477 NICARAGUA—Pablo Leal & Co., Ltda., Apartado Postal 189, Managua; agents or exclusive distributors for a few lines.

4478 PANAMA—Inter-American Corporation, Facuet & Collado, Ltd., Calle 62, No. 17 P. B 1708, Panama; also act as sole distributors.

4479 PHILIPPINES—Juan B. Soques, P.O. Box 8, Sepulveda 39, Cebu City; shoes, stockings, socks, textiles, underwear, food products, drugs, medicine and pharmaceuticals. Representative on commission basis for Visayan Islands and Mindanao.

4480 PHILIPPINES—Philippine Associated Management, Inc., 728 Lepanto, Quiapo, Manila; manufacturers of embroidered goods, such as gowns.

4481 PHILIPPINES—Loyalist Union, 1538 Rizal Avenue, Manila; manufacturers and dealers in musical instruments, radios, refrigerators, photo supplies, machinery, electrical supplies, hardware, etc. Ask for catalogues.

4482 PHILIPPINES—Cirilo Mapa, 1823 Felix Huertas St., Manila; exporters, manufacturers and jobbers for textiles, drygoods, clothing, novelties, toilet articles, household supplies, hardware, office equipment, cigarettes, etc.

IMPORT

4483 CZECHOSLOVAKIA—Josef Frank, Praha 7, acts as buying agent on commission basis for export goods from Czechoslovakia.

4484 SWITZERLAND—Importers or agents sought for following products: precision screws, turned pieces, cuttings and stampings; electric dry shavers; high precision instruments, turning machines, microgauges; textiles and fabrics. Information on the exporters of these products available at Consulate of Switzerland, 100 Bush Street, San Francisco.

4485 NICARAGUA—Max. Borgen, Managua; offers deerkins, small tiger skins, other animal skins, hides, etc.

EXPORTS

4486 PHILIPPINES—Mahabuy Poultry & Supply Co., 1619 Azcarraga, Manila; want novelties, mill ends and remnants, paints, fabrics.

4487 PHILIPPINES—Capt. W. B. Pennington T. C., ASN 0 88849, HG Base X 2nd Port A.P.O., 75, P.M. San Francisco; wants contact sources of supply and/or commission buyers. California products.

4488 PHILIPPINES—Mauway Consumer's Coop. Assn., 617 Psychopathic Road, Mand. City of Greater Manila, Philippines; textiles, canned food, radios, electrical supplies, others.

IMPORT-EXPORT

4489 COSTA RICA—Carlos Enrique Riedel G., Agencias Ultramar, San Jose; acts as agent in Central America for import-export firms.

4490 SWEDEN—European Trading, Sturegatan 19, Stockholm, Den.; any lines.

4491 INDIA—Barlas Bros., Cart Road, Simla; want secondhand clothing, shoes, boots, hosiery, sweaters, tools, overissue newspapers, etc.; offer sausage sheep casings, sheep guts, raw lizard skins, lamb and kid skins, drugs and herbs, etc.

4492 CZECHOSLOVAKIA—Josef Weintraub, Nakladove Nadrazi, Prague XI, wants canned fish, vegetables, fruit, meat, dried fruit, nuts, raisins, spices, vanilla, drugs, herbs, medicines, wines, liquors, and other lines. Offers sugar, malt, hops, beer, glass and china goods, machines, barrels, toys, furniture, handbags, novelties, and other items.

4493 IRAN—Gh. A. Rahmanian & Sons, P.O. Box 242, Teheran, want cotton goods, hardware, woolen goods, silk goods, hats, radios, stationery, and other lines. Offer goatskins, rugs, fruits, goat hair, bristle, etc.

4494 ARGENTINA—Enrique Marchand, Charcas 899, Buenos Aires, wants complete line of American manufactures. Offers leathergoods, travelling goods, clothing, baby articles, fancy goods, fashion articles and novelties.

4495 CZECHOSLOVAKIA—Oldrich Bilina, Spalena Street 16, Prague II, Palace Olympic, offers Czechoslovakian products, seeks representation of manufacturers.

4496 INDIA—Bajaj Brothers Ltd., P.O. Box 2134, Bombay, wants textiles, paper, handbags, jewelry, foodstuffs, cutlery, pharmaceuticals, and other lines. Offers cotton piecegoods, cotton yarn, medicinal herbs, spices, jute or burlap, cotton, seeds, groundnuts, skins, hides, etc.

4497 IRAN—A. H. Albmartin Mardirossian Trading Co., Avenue Shahpour, Tcheharrah Aziz Khan, Teheran, export rugs, gums, fruits, nuts, furs, guts, casings, skins, hides, leather, seeds, iron oxide, art goods, beeswax, bristles, wool, etc. Import textiles, chemicals, hardware, iron and steel commodities, electrical equipment, chinaware, glassware, novelties, and other lines.

4498 RUMANIA—David Landau & Cie., Rue Lapusteanu No. 10, Galatz, buy all sorts of goods. Also export.

4499 ITALY—Ditta de Pasquale Gatto, Via Zuintino Sella 15, Rome, all lines, representations.

4500 PHILIPPINES—Islands Commercial Products, 56 Domingo Santiago Street, Sampaloc, Manila, export rattan cane, Manila copal and hemp. Import textiles, leather goods, cosmetics, foodstuffs, remnants, novelties, used and new clothing, shoes, thread.

4501 MEXICO—Productos Textiles S. de R. L., V. Carratza 94, Apartado 7880, Mexico, D.F., manufacture crude heavy cotton fabrics, handprint cottons, seat covers for automobiles. Want cotton and rayon finished fabrics.

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DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56

D-6225—COLUMBIA ENGINEERING CO., 110 River Street, Santa Cruz, Calif., interested in a representative for their pumps, valves, condensate systems, controls and steam specialties, to cover this territory and represent the factory on a commission basis.

D-6226—F. E. ANDERSON OIL COMPANY, Portland, Connecticut, would like a distributor for their metal working, cutting and soluble oils. Will operate on a commission basis and probably will arrange to store sufficient quantities in order to maintain adequate deliveries.

D-6227—ROP-LOC PRODUCTS CO., 1401 West Ninth Street, Cleveland 13, Ohio, would like to contact a wholesale firm to handle their steel brackets and hooks.

D-6228—MR. WILLIAM FOX, 9-2nd St. No., Great Falls, Montana, interested to represent local manufacturing firms of electrical, hardware, food, drug, clothing and jewelry in Montana, North and South Dakota and Wyoming.

D-6229—L. A. MEEKS CO., 911 Bankers Mortgage Building, Houston 2, Texas, interested to act as manufacturers' agent for local manufacturers of toys, aluminum cooking utensils, electrical appliances and office equipment. Have show rooms in Houston and Dallas.

D-6230—PHILLIPS & HAMPTON, P. O. Box 516, Cleveland, Tennessee, interested in representing local manufacturers in the Southern States. Have a large sales organization that merchandise as agents on a commission and also job some lines.

D-6231—MARK S. COHN, 6621 University Drive, St. Louis 5, Missouri, would like to represent local manufacturers in St. Louis territory.

D-6232—PLASTIQUE CREATIONS, INC., 3401 Grand River Avenue, Detroit 8, Michigan, interested in a local agent to represent their line of plastic housewares in this area.

D-6233—WASHINGTON PACIFIC SALES, Col- man Building, Seattle 4, Washington, wish to represent food packers of California as brokers in western Washington.

Buy
Victory
Bonds!



Bay Region Business

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SAN FRANCISCO CHAMBER OF COMMERCE

Volume 2

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Number 51

WASHINGTON NOTES

From Washington Office,
San Francisco Chamber of Commerce

• TRUCK RATINGS

The Civilian Production Administration has announced the policy by which ratings for obtaining new trucks will be granted. Ratings will be given only to producers of, or those intending to produce, materials that CPA has found to be in such tight supply as to be a serious threat to the civilian economy. A CC rating issued for a truck can only be applied to a distributor or dealer and is not extendable, by him or by the holder, to a manufacturer. Not covered by the order are station wagons, coupes fitted with pickup boxes, ambulances, hearses, taxicabs or integral type buses. This applies only to CC ratings granted for new trucks for use in the United States.

• UNEMPLOYMENT

Unemployment during the week of November 4-10 in the United States was estimated by the Bureau of the Census at 1,580,000, showing little change from the number estimated for October. An increase of 140,000 men was offset by an almost equal decrease in women.

The November estimates of employment, when compared with estimates for October, show a net increase in total employment of 400,000. The number of employed men increased, but the number of employed women decreased.

• SURPLUS INVENTORY

Almost six and one-half billion dollars in surplus producers' and capital goods were held by the Reconstruction Finance Corporation on October 31, 1945, five days prior to the transfer to the Corporation from the Department of Commerce of all surplus consumer goods.

Of the total volume of RFC surplus on hand, \$3,723,443,000 represents steel which by the Reconstruction Finance Corporation on October 31, 1945, five days prior to the transfer to the Corporation from the Department of Commerce of all surplus consumer goods.

Among the more important sales, by commodity groups, are the following: steel which cost \$21,584,000 brought \$12,180,000; metal working machinery which cost \$13,793,000 brought \$6,377,000; machine tools which cost \$68,124,000 brought \$40,427,000.

C of C Agricultural Group Seeks Change in Hawaiian Egg Law

A resolution requesting the Hawaiian legislature and Chamber of Commerce to pass an egg law similar to the California State Egg Law has been drafted by the San Francisco Chamber of Commerce Agricultural Committee and referred to the Chamber's Board of Directors for consideration.

• Hawaiian Stamping Regulation

The present Hawaiian egg law requires that all shell eggs imported into Hawaii from the United States be individually stamped "U.S."

According to the resolution, this law is discriminatory because it sets up trade barriers. Hawaiian consumers and producers can be protected, it is further stated, by the institution of a Territorial egg law similar to the standard egg law now in effect in California, which sets up definite grading standards and is enforceable at point of retail sale.

C of C Foreign Trade Ass'n Elects 1946 Officers, Directors

William L. Montgomery, managing director of China-America Council of Commerce & Industry, Inc., was elected 1946 president of the Foreign Trade Association of the San Francisco Chamber of Commerce at an executive committee meeting of the organization on December 17.

• Vice Presidents

Fred B. Galbreath, manager, Pacific Department, Marine Office of America, was elected 1st vice-president. R. J. Roessling, R. J. Roessling & Company, was elected 2nd vice-president, and L. I. McKim, General Steamship Corporation, Ltd., was named 3rd vice-president.

P. A. Kinnoch, vice-president and manager, Foreign Department, American Trust Company, will serve as treasurer during the coming term, while Alvin C. Eichholz, manager, World Trade Department, San Francisco Chamber of Commerce, will serve as secretary.

Haas Reports to C of C Board on London Trip Regarding U. N. O. Site

San Francisco's chances as possible United Nations Organization Headquarters are still good, according to Walter A. Haas, special San Francisco Chamber envoy just back from London where, with Mayor Roger D. Latham and Supervisor Jesse C. Colman, he participated in presentation of this city's story to the UNO.

• Henry F. Grady, president of the San Francisco Chamber of Commerce, was also in London at the time for preliminary meetings in connection with his assignment as Special Ambassador to Greece.

Haas reported to the Chamber Board at its last regular meeting that everything possible to advance this city's cause is being done, and that many of the delegates indicated their personal preference for this city.

Haas reported no other city had a written presentation anywhere near as fine as the special book presented by San Francisco. The city's record as host during the Conference, recognition of its unexcelled facilities for the interim and permanent organization, and its favorable all-season climate are strong points in our favor now that selection of the United States has been made definite.

IN THIS ISSUE:

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Merry Christmas

MERCHANDISE MART EXPANSION



Pictured above is the Western Merchandise Mart, showing \$1,800,000 addition which will add 250,000 square feet of office and showroom space to the present structure. Addition will be completed about January 1, 1947.

Legislative Session Called by Gov. Warren

A proposal to make a state building fund of \$90,000,000 available for use by cities, cities and counties, will be considered at the special session of the California legislature called for January 7 by Governor Earl Warren.

• Appropriations to be Voted

The \$90,000,000 fund, from which no appropriations have been voted as yet, was set aside by the 1945 legislative session under provisions which will enable the legislators to approve allocations from it either for state or local construction.

Governor Warren believes that state needs ought to be met out of the treasury surplus before any of it is spent elsewhere. He estimated that \$33,000,000 in additional money will be required to cover the state government's own institutional improvements.

Although the full agenda has not been announced, the Governor has indicated that other matters to be discussed will be aviation, housing, unemployment insurance and child care.

When the formal notice has been issued, *Bay Region Business* will publish the complete agenda.

Field Offices Civilian Production Administration Will Close Soon

The Civilian Production Administration, successor to the War Production Board, is closing all its field offices on or before December 31.

Since December 7, all applications for priorities assistance under Priorities Regulation 28 have had to be sent to the Administration's headquarters in Washington, D. C., for handling. Application forms will be obtainable at first class post offices in cities where C.P.A. field offices have been located and at offices of the Smaller War Plants Corporation. The post offices will not be able to assist applicants in filling out forms.

In Northern California first class post offices in Sacramento and San Francisco are the only ones that will have the forms.

Vallejo Chamber Will Up Budget, Activities

"Community Problems and Chamber of Commerce Functions" was the subject of an address delivered last week at a meeting of the membership of the Vallejo Chamber of Commerce by G. L. Fox, Manager of the San Francisco Chamber's Industrial Department.

• Increased Budget

The Vallejo Chamber is planning a materially increased budget to strengthen its representation at Washington, to expand its administrative personnel, and to establish an industrial department.

Since 1940, Vallejo has jumped from a city of 20,072 to a population of 88,409, according to the latest available Census Bureau reports.

U. S. Envelope Company Selects East Bay As Western Headquarters

Selection of the East Bay area as its western headquarters has been announced by the United States Envelope Company, America's largest manufacturers of envelopes and similar paper products.

• Emeryville Site

The company has purchased 105,000 square feet of industrial property in Emeryville, California, and will begin construction of an 80,000 square foot building on February 15.

The project, which will be completed next July or August, will employ approximately 150-200 persons.

The Emeryville project will be a manufacturing plant as well as headquarters for the seven western states in sales and distribution, according to Joseph S. Fairchild, Pacific Coast manager of the firm.

The plant will manufacture all types of envelopes, stationery, similar paper products and drinking cups.

Chamber Opposes Cut In Scrap Steel Rates

On recommendation of its Iron and Steel Section, the San Francisco Chamber has authorized its Transportation Department to seek suspension of proposed reduced railroad freight rates on scrap steel from Pacific Coast points to points in the Middle West.

Because of current scrap shortages in the Middle West, industries in that area are seeking supplies on the Pacific Coast, it was reported, and have proposed a reduction from \$14.78 a gross ton to \$12.32 from Pacific Coast points to Middle Western points on scrap steel.

The Chamber's position is that the proposed rate would be less than a reasonable minimum and would drain scrap from the Pacific Coast to the detriment of the western iron and steel industry.

Berkeleyan Will Head 1946 Western Aviation Conference

Weldon Vance, manager of the Industrial Department, Berkeley Chamber of Commerce, and member of the Bay Area Aviation Committee, was elected chairman of the Western Aviation Conference at the 1945 meeting in Sacramento on December 11-12.

Carl Johnson of Nevada was elected vice-chairman.

Date and location of the 1946 conference session will be announced later.

Land Grant Repeal Goes Into Effect October, 1946

President Truman, on December 12th, affixed his signature to H.R. 694, the Boren Bill, to repeal all provisions of law under which the Government has been receiving the benefit of land grant rates for more than a half century. Repeal becomes effective October 1, 1946.

● C. of C. Backing.

The Transportation Committee of the San Francisco Chamber of Commerce has advocated repeal for the past several years, and on its recommendation the Chamber actively supported the Boren Bill. The Transportation Department and the Washington Office cooperated in presenting the Chamber's views to members of Congress.

The Bill encountered some opposition in both Houses of Congress and was extensively amended in the Senate, which made it necessary to determine the final language, as well as the effective date, in Conference. The House rejected the original Conference report and the measure, as it finally reached the President, was a compromise.

Bay Area Needs 77,920 Dwelling Units For Present Population

San Francisco population figures as reported by the U. S. Bureau of Census reveal a total population of 827,400 and 238,331 dwelling units as of August 1, 1945, compared to a population of 634,536 and 222,176 occupied dwelling units on April 1, 1940.

● Increase in Population, Housing

Although the population increase during this period amounted to 192,864 or 30.4%, the total number of available dwelling units increased only 7.3%.

Using the 1940 occupancy ratio of 3.08 persons per dwelling unit in San Francisco, the present population would require 269,000 dwelling units. Since there are only 238,331 actually available units, this amounts to a deficiency of approximately 31,000 units in San Francisco.

● In the Bay Area (9 Bay Counties) the present deficiency is a little more than double this number, or 77,920 dwelling units.

If the temporary dwelling units constructed to meet war emergencies were eliminated in the Bay Area, there would be a demand for 132,293 dwelling units to house the present population under conditions similar to those in 1940.

International Harvester Co. Will Construct Emeryville Factory

Establishment of its first Pacific Coast motor truck manufacturing plant at Emeryville, California, has been announced by the International Harvester Company.

● Ten-Year Lease

In making the announcement, Peter V. Moulder, vice president in charge of the company's motor truck division, said the company had entered into a 10-year lease on an Emeryville plant owned by the Tidewater Associated Oil Company.

"We are particularly happy to get International truck production on the West Coast started so soon after the end of the war," Moulder said. "For several years prior to the war our transportation and automotive engineers had made exhaustive studies of West Coast needs and we had been developing these trucks to meet the particular requirements of the Coast and the Rocky Mountain Region."

The Emeryville plant will produce six models of heavy duty International trucks, ranging in size between 30,000 pounds and 90,000 pounds gross vehicle weight. Six models of motors will be available, in both gasoline and Diesel types.

According to Moulder, the trucks are especially designed for fast highway freight handling and heavy off-the-road work. He stated that the company hopes to have some trucks on the assembly line in February for delivery late that month.

Adolph W. Engstrom will be manager of the Emeryville plant, which will employ initially between 250 and 300 men.

Local Firm's National Ad Series Promote Northern California

A national advertising campaign recently inaugurated by Pacific Gas & Electric Company to promote the growth and welfare of northern California communities was warmly commended by the San Francisco Chamber of Commerce.

● Using full-color paintings of northern California production centers as a backdrop, the series of ads prophesies the future of this area as the geographical, industrial and financial center of the "New Pacific World."

Complimenting the company on the effectiveness of its presentation, General Manager Louis B. Lundborg said, "This series is one of the finest things that any San Francisco or Northern California institution has done to promote the growth and development of our entire area."

Change Proposed in Surplus Property Disposal to Veterans

A plan to make surplus goods available to veterans through thousands of wholesale dealers has been proposed by W. Stuart Symington, director of the Surplus Property Administration.

● Present System Unsuccessful

This plan would replace the present system of releasing such goods through the 31 regional offices of the Reconstruction Finance Corporation which, Symington said, has not been successful.

In making his recommendations, Symington urged that veterans be granted a priority over all purchasers except Federal agencies. They now rank behind state and local governments as well as federal agencies. In his opinion, veterans should also be permitted to buy surplus property for personal use. At present they may make purchases only for business purposes.

● Under Symington's plan for distribution through wholesalers, veterans qualified to buy surplus goods would be classified as large dealers, with the right to purchase at as low a price as anyone trading with a wholesaler.

Stating that disposals to veterans have not been satisfactory, Symington cited as reasons the lack of sufficient distribution outlets, insufficient property to "go around" of the type veterans want, the unsalable condition of substantial amounts of surplus property, and poor administration.

SURPLUS PROPERTY

The Navy Material Redistribution and Disposal Administration, 785 Market Street, is receiving bids on the following surplus materials:

- Sales Catalog B-205-46 until 10:00 A.M., December 26 on usable pressure, reducing, regulator, globe, check-valve, and gas valves; water pumps; spark plugs; a starting switch and pressure regulator.
- Sales Catalog B-209-46 until 10:00 A.M., December 26 on quantities of usable paints and rubber cement.
- Sales Catalog B-218-46 until 10:00 A.M., January 3 on 3 lots of used oil drums in fair condition of 55 gal. capacity, made of 16 and 18 gage metal.
- Sales Catalog B-213-46 until 10:00 A.M., December 28 on scrap wire rope clamps.
- Sales Catalog B-214-46 until 10:00 A.M., January 2 on 1300 scrap miscellaneous ships' lanterns.
- Sales Catalog B-218-46 until 10:00 A.M., December 26 on one lot of 300 tons salvable lumber, predominantly oak launching wedges, and one lot of miscellaneous salvable Douglas fir beams more than half in assemblies too large to ship by rail.
- Sales Catalog B-219-46 until 10:00 A.M., December 26 on 1235 net tons of miscellaneous salvable plates, rounds, bales, angles, beams, and channels. Structural shapes have beveled and biased ends.
- Under Sales Catalog B-19-46 the Sales Officer, Supply Department, Mare Island Navy Yard, will receive bids until 2:00 P.M., December 20 on the following new and used material:
 - 60-ton hydraulic jacks, 10-gallon steel containers, snatch blocks, steel round timbers, lock in devices, post diggers, air hammers, liquid meter, rag baler, furnace oil burners, electric range, electric refrigerator, steel ship ladders, sprocket chain, blacksmith's trowsers, wire gages, caulking irons, gupels, grinding wheels, calipers, fuses, bronze steam hose, cotton fire hose, lead and glass tubing, gage glasses, union couplings, metallic packing segments, various types packing, hot water and electrical, garden sprayers, portable electric lanterns, work trousers, cloth cushion covers, rubber matting, and wide mouth bottles.

FOREIGN TRADE TIPS

The Chamber cannot guarantee any firm or individual mentioned in Trade Tips. It is suggested the usual investigation be made in each instance. For details call World Trade Department, EXbrook 4511, Ext. 72, and refer to the Trade Tip's number.

VISITOR TO SAN FRANCISCO

4502 GUATEMALA—Mr. Alfredo Asturias of Guatemala is visiting San Francisco for the purpose of purchasing the following articles: refrigerators, waxes, bathroom tile and fixtures, chicken and fence wire, and lawn mowers. Interested parties please contact Mr. Asturias at the Majestic Hotel, 1550 Sutter Street, Ordrway 5761.

4503 CHINA—Mr. George Hung Woo, Room 5044 Palace Hotel, San Francisco, is interested in general lines of import and export. Especially interested in the import of ship chandlers' supplies; textile equipment, accessories and supplies; plastics; new products; basic materials for manufacture of pharmaceutical, carbon products; pharmaceutical products, natural and synthetic; construction and plumbing materials; leather factory; petroleum products. Fifteen years business experience, buying for Chinese government. If interested parties are unable to reach Mr. Woo at the Palace Hotel, he may be addressed care of Mr. Walter Kwok, Apt. 7c, 969 Park Avenue, New York City; the Chinese Consulate in either San Francisco or New York; or care of Wing On Co., 6 West 28th Street, New York City.

REPRESENTATION

4504 CUBA—Banco de la Propiedad, S.A. 162 Aguacate Street, Havana, Cuba, has been established to conduct, in addition to the operations handled by all banking institutions, the following services: representation of foreign commercial houses, commercial collection in Cuba, information about business establishments, purchases and sale of real estate, accomplishment of hereditary, banking and mercantile rights.

4505 ARGENTINA—Seldes Trading Company, Casilla de Correo 1473, Buenos Aires, want textiles, machinery, hardware, glass, chemicals, etc.

4506 CUBA—Roberto Leon Exposito, P.O. Box 215, Canaguary, wants representation for all Cuban territory.

4507 ITALY—Mario Guarnieri, Via Amati No. 1, Cremona, wants perfumes, foodstuffs, car paints, automobile accessories.

4508 CUBA—Hugo May, P.O. Box 547, Habana, wants canned sardines and vegetables.

4509 PERU—Juan 2do. Canessa de Solimano, Virreyena 483, Lima, wants anything. Also wants agency for shipping companies.

4510 EL SALVADOR—Ruben E. Anaya G., Pasaje Putzays No. 3, Roma, Mogdan, San Salvador, wants canned foods, dry goods, agricultural machinery, chemicals, personal articles for men, women and children.

4511 ITALY—L. & R. Clariondi, Piazza Verdi N. 6-1, Genova, wants industrial machinery tools, manometers, levels, utensils, chemicals, pipes, industrial oils, transmission belts, and other items.

4512 MEXICO—Salvador Martinez de Alba, Apartado Postal 2320, Mexico, D.F., wants automobiles, trucks, buses, plastics, radios, gas and gasoline stoves, refrigerators, washing machines, etc.

4513 EL SALVADOR—Vice Consul of El Salvador, 556 Russ Building, has on file information about the following trade opportunities: merchant wishing representation of wine manufacturer, specially interested in dry wines in bulk; printing house wishes representation of paper mill or printing house supplies manufacturer; distributor wants representation of DDT.

4514 PHILIPPINES—Philamer Commercial Company, Inc., 2219 Azcaraga, Manila, wants any lines. Asks armoured list of lines, prices, terms, preferably CIF Manila or FOB San Francisco.

4515 SOCIETY ISLANDS—Mr. M. R. Kellum, 2904 Pacific Avenue, San Francisco, Filinvest 9186, wants building equipment and hardware for Society Islands, South Seas.

4516 FRENCH MOROCCO—Félieu Laurent, 3 Boulevard Alexandre I, Casablanca, wants any lines, including electrical equipment, textiles, plumbing supplies. Also exports.

4517 BRAZIL—United Exporters Corporation, 438 Avila Street, San Francisco, will open branch office in Rio de Janeiro, wants representations for this country.

IMPORT

4518 PHILIPPINES—Island Commercial Products, 56 Domingo Santiago Street, Sampaloc, offer rattan cases, Manila hand copal.

4519 SICILY—Vinc. Manganaro & Figlio, Reg. C. P. C. Siracusa N. 578, Albo Exporters N. 6, Siracusa, offer lemons, bitter oranges for marmalade, lemon and orange rind, citrons in brine, almonds, filberts, and other items.

4520 DENMARK—Fritz Lissauer, 58 Bredgade, Copenhagen, offers photographic and optical goods.

4521 MEXICO—Prados S.de R.L., Tonalá 371, Mexico, D.F., offer black and bayo beans, fava beans, chick peas, in cooked, dehydrated and powdered form.

4522 BRAZIL—Oswaldo Guimarães, Avenida Estados Unidos 20A, P.O. Box 14, Bahia, offers carnauba wax, vegetable oils, castor oil seeds, cocoa butter, etc.

EXPORT

4523 BRAZIL—H. Lopes Coelho, Avenida Graça Aranha 226, Sala 905, or P.O. Box 995, Rio de Janeiro, wants dried fruits.

4524 MEXICO—Bodegas Casa Blanca, La Quemada, N. 21, Colonia Narvarte, Mexico, D.F., wants materials for making of wines and liquors of all kinds. Also seeks representation of producers of these items.

4525 ARGENTINA—Maximo Silberberg, Sarmiento 865, Buenos Aires, wants optical equipment, especially crystal in blocks for ophthalmology.

4526 SWITZERLAND—Import & Groshandels A.-G., Quellenstrasse 31, Zurich, wants foodstuffs and beverages, including fresh, canned and dried fruits. Also wants representation for California specialties.

4527 PHILIPPINES—Pancor, Inc., 1209 Rizal Ave., Manila, wants second hand automobiles of popular brands.

4528 MEXICO—Rizo y Ramirez, Donceles No. 86, Mexico, D.F., want left over stocks of almanacs or calendars for 1946. Want illustrated but without printed literature.

4529 COSTA RICA—Felipe Mantica, Apartado 1588, San Jose, wants factory for canning fruits, vegetables, fish. New or used. Capacity: to serve one million population of Costa Rica.

4530 FINLAND—Contexo Oy, P.O. Box 356, Helsinki, wants any lines.

4531 CHINA—Robertson, Wilson & Co., Ltd., 65-67 Des Voeux Road, C., Hong Kong, import all kinds merchandise except machinery.

4532 PHILIPPINES—Gutierrez & Sons, 1023 Rizal Ave., Manila, general merchandise.

4533 SPAIN—Mair J. Bensadon, Velazquez Street 14, Tangier, wants 5000 tons sulphate of ammonia 20, 65% nitrogen, for Spain. Firm also deals in all kinds of import-export trade with Spain or Morocco.

IMPORT-EXPORT

4534 CZECHOSLOVAKIA—Czeck Import and Export Corporation, Prague XI, Jagelonska, offers cut-glass, porcelain, welding apparatus, garden and agricultural implements, steel beds, iron wheelbarrows, regulating valves for central heating, patented buttons, novelty jewelry, silverware. Also interested in representing American firms.

4535 SPAIN—Maser, Barbara de Braganza 11, Madrid, want import-export connections.

4536 ITALY—C.I.E.M., Via Tommaso Grossi 1, Milano, offers ceramics, wood, leather, glass, embroideries, linens, tablecloths, etc. Also interested in importing and representations.

4537 DOMINICAN REPUBLIC—Cesar A. Borden & Co., P.O. Box No. 6, Ciudad Trujillo, want canned foods, liquors, flour, onions, etc., textiles, clothing, automobiles, motors, machinery, tools, chemicals, cosmetics, novelties, and other items.

4538 BRAZIL—INTRA, Rua S. Bento 309, Sala 11, São Paulo, import-export any commodity.

4539 CHINA—Minshan, Richard & Co., P.O. Box No. 578, Shanghai, want chemicals, pharmaceuticals, paper, wool, woolen goods, radios, hardware, mill supplies, etc. Offer exports.

SPECIAL NOTICE—Those interested in the manufacture and sale of pre-fabricated houses for Mexico, where housing of employees of American factories is critical, are asked to get in touch with World Trade Department for further details.

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Junior Chamber Elects 1946 Officers

Matthew C. Carberry, administrative assistant to the City and County Assessor, Russell L. Wolden, has been elected President of the Junior Chamber of Commerce to serve during 1946.

Carberry succeeds Belford G. Brown, who recently was elected to the Board of Directors of the Chamber of Commerce.

● **Vice Presidents**—The newly elected executive vice president of the organization is Gordon Eugene Hay, manager, Trade Promotion Division, General Steamship Corporation.

Albert C. Meyer, assistant cashier of the Personnel Department, Bank of America, was elected vice president and treasurer, and Henry B. King, manager, Price and Orders Division, W. P. Fuller & Company, was named vice president.

John V. O'Brien was reelected secretary-manager.

Although only 34, President-elect Carberry has a long record of community service to his credit. During 1944 he was chairman of the Safety and Transportation Committee of the Junior Chamber and in 1945 was a member of the Board of Directors of the Junior Chamber. He has been in his present position with the Assessor since April 1945.

DOMESTIC TRADE TIPS

A digest of correspondence received from those desiring, or offering, lines of merchandise for representation. They are listed here as a service without necessarily bearing endorsement by the Chamber. For further details contact the Domestic Trade Department, EXbrook 4511, Ext. 56

D-6234—PRECISION PROCESSES, P.O. Box 401 Kansas City, Missouri, looking for someone to merchandise their Precision Refiner for reclaiming lubricating oils.

D-6235—DAVID H. BERGER, 290 Empire Blvd., Brooklyn, New York, interested in operating a New York office or acting as a representative on a commission basis for local manufacturers, in Metropolitan New York Area.

D-6236—SOUTHWEST SALES COMPANY, Crockett Hotel, San Antonio 6, Texas, would like to act as agent or broker in San Antonio and Central Texas for local manufacturers.

D-6237—R. L. CAULDE, 3605 Altadena, San Diego 5, California, would like to act as manufacturers agent in San Diego City and County for local manufacturers of leather gloves, men's work clothing and plastic products.

D-6238—NORTON EQUIPMENT CO., INC., P.O. Box 1185, Houston 1, Texas, looking for jobber to handle their load binder. Deliveries start in December and February for the two sizes.

D-6239—E. L. TURNER, 1928 S. Lopez St., New Orleans, Louisiana, interested to act as an agent for local manufacturers. Has contact with drug, department and general store trade in the Southeastern States.

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San Francisco Chamber of Commerce

• NEW MARKETS

The Bay Region has the advantage of diversification afforded by industry, commerce, trade, agriculture, and practically all the elements that go to make up the American economy. Vast changes have occurred within this area during the war period. New population and new permanent facilities have been acquired. New markets on the Pacific littoral have been created. An enormous backlog of pent-up demands have accumulated in the civilian economy.

The population of this area today exceeds 2,400,000 or nearly 700,000 above the prewar level. The income of the people of the Bay Area this year will be close to 4 billion dollars, retail trade will amount to nearly 2 billion dollars, the wholesale trade to nearly 3.5 billion dollars, and the accumulated value of war contracts close to 5.8 billion dollars. Financial transactions for the area this year will be more than 27 billion dollars. Wages in the manufacturing industries alone will probably exceed half a billion dollars. The growth since 1940 ranged from 38 per cent for the population to 424 per cent for the wages in the manufacturing industries, with the retail and wholesale sales almost double that of the prewar level.

• EMPLOYMENT AND JOB OPPORTUNITIES

Civilian employment in the San Francisco Bay Industrial Area during the closing weeks of war amounted to 795,000 persons. This was about 69,000 fewer than at the peak of shipbuilding in 1943 but was 243,000 above the April 1940 level of 552,500. At the close of the war, the Trade and Service Group with 37 per cent of the total employed accounted for the largest number of employees. Manufacturing followed with 28 per cent. Government had 17 per cent. Transportation and Utilities accounted for 10 per cent, and Construction for 5 per cent. Some were in mining, agriculture and unclassified groups. The greatest swing from the prewar ratios showed up in the Trade and Service Group which in 1940 accounted for 49 per cent of all employed, and the Manufacturing Group which formerly had 21 per cent. The Government Group then had only 9 per cent. Unquestionably during the postwar period the proportions will swing back more nearly to peacetime ratios.

The unfilled job opportunities in San Francisco Bay Area reported by U. S. Employment Service near December first amounting to 17,086 were distributed as follows: Manu-

facturing 4,514, Trade and Service 6,820, Transportation and Communication 2,555, Government 2,677, Construction 484, and miscellaneous 36. On the other hand unemployment claims, some due to current strike conditions, are nearly three times the opportunities. At the same time in San Francisco City, out of about 380,000 employed 11,181 were unemployed, but there were about 8,466 job opportunities unfilled according to the United States Department of Labor records. Undoubtedly during the present transition period there will be many thousand people changing their jobs and moving about, but evidence based on present housing need indicates that for every person moving out of this area someone else is moving in, while other newcomers are knocking at the door.

• IN-MIGRATION

Already world famed, the Bay Area during the war became one of the strategic war production centers and a major Port of Embarkation. Too, it was privileged to be host to the delegates from many nations who were assembled in San Francisco from April 25 to June 26, 1945, to construct the "Charter of the United Nations" and to establish an international organization to be known as the "United Nations." These events have helped to emphasize the strategic importance of this area and have created a magnet of interest.

• THE WORK PILE

The widely publicized Work Pile Program now amounting to over 180 million dollars in San Francisco unquestionably will bring others seeking an opportunity. The steady growth of the Work Pile in San Francisco which amounted to only \$8,700,000 in August 1943 up to \$182,000,000 in December 1945, is an indication of the thought and attention given to the reconversion employment period. As it stands today, now four months since the war ended, there are thousands of opportunities for skilled and trained people in San Francisco.

• INDUSTRIAL EXPANSIONS AND OPPORTUNITIES

Several hundred firms of national prominence have announced plans to expand their activities to the San Francisco Bay Area. The President of the **United States Steel Corporation** recently announced they will install modern cold reduction facilities at Columbia Steel Company's Pittsburg plant in San Francisco Bay Area. Their plans announce an outlay of more than 25 million dollars to increase their facilities to an annual capacity of more than 325 thousand tons of sheet and tin plate. Behind the basic production of the steel industry are many small industries which depend upon their materials, including

manufacturers of stoves, heaters, refrigerators, furnaces, washing machines, drums and other utensils and household goods, stamped out of thin steel. One-third of the canning industry is located in the West, mostly around San Francisco; so that tin plate production will be a boon to the tin can and food processing industries of this area.

The San Francisco Bay Area steel industry open hearth and electric furnace capacity alone was expanded 41 per cent during the war period. Iron and steel and its products manufacturing facilities expansions in San Francisco Bay Area between June 1940 and May 1944 amounted to \$29,861,000 according to W.P.B.

● **Reynolds Metal Company** plans to open in San Francisco an aluminum foil, packaging and label plant and will employ several hundred persons. **Hayward Non-Ferrous Foundry** is establishing a new cast aluminum products plant. A new industry manufacturing high-temperature, refractory bricks is being started at Milpitas by **Henry Kaiser**. A division of his company is working on factory methods of building attractive individual-style homes at low cost using the cheapest, strongest materials known.

● **General Motors, Ford, and Chrysler** have announced expansions in the auto field. **General Electric** has a 57 acre site at San Jose for a new plant for production of heavy electrical equipment and will employ about 2,000 when up to full production. **Westinghouse** has invested several hundred thousand dollars for permanent expansion in their Emeryville plant for manufacturing of electric home appliances which are due for a large gain and they expect to step up employment to three times the prewar level. **Owens-Corning Fiberglass Corp.** is planning establishment of a plant either in the Bay Area or Los Angeles for the purpose of undertaking a new industry that spins glass for insulation, plastic boards, and fire-proof textiles that look like cotton, silk or wool.

The establishment of a Bay Area plant to print Western editions of national magazines is being contemplated by **Cuneo**, one of the country's largest printing companies. This plant, when opened, would offer 2000 job opportunities. A 33-acre site on Bay Shore Boulevard has been bought by **Western Crown Cork & Seal Corporation**, which plans to construct a 4 million dollar plant employing 1,500 people. Western headquarters have also been established in San Francisco by **Sylvania Electric Products Company**. Twenty-five acres at San Jose have been bought by **National Mineral and Chemical Company** for the production of a new food product made from sugar beet pulp.

Facility expansion in the machinery group in the Bay Area amounted to 9 million dollars between July 1940 and May 1944, according to W.P.B.

Many other Bay Area sites have been purchased by national concerns, such as **John Deere**, **General Motors**, **Jones Dabney Paint Company**, and **Western Biscuit**. **Hiller Industries** will produce Navy aircraft in a Berkeley plant. **Abbett Electric Company** plan an Emeryville plant. **Giantvalley, Bauman & Lobeck** are formulating plans for a new insulating materials business, while **Pepsi-Cola** will build a half-million dollar plant.

To manufacture bottles and food jars on the West Coast, **Glass Containers, Inc.** has bought acreage at Antioch for a plant. **American Hospital Supply Company** of Chicago plans to establish Western headquarters in San Francisco.

A national advertising campaign instituted by Santa Clara County to attract new industries to that area brought in over 1,200 inquiries. A \$1,000 building south of Palo Alto now houses the **Briarwood Corporation**, a Cleveland smoking pipe firm. New industries have also arrived in San Jose. They include the West Coast plant of **International Business Machines Corporation**, **Levi Strauss & Company's** overall plant, **Bay-Shore Paper**, **Jenkins Steel**, **Automotive Service**, and **Sidley Company**.

San Jose, which is headquarters for **Food Machinery Corporation's** 15 factories, will also have a central engineering and research building and expansion of the company's **Bean-Cutler** plant there. Here will be carried on the production of the company's postwar products, including a peach-defuzzing machine, a dehydrating hay-maker, a potato harvesting machine, and a new fast-moving sprayer for orchards.

● **H. J. Heinz Co.** is contemplating a canning plant at Tracy costing about \$150,000 and expects to employ about 500 the year around. **Pacific Can Co.** plans a new plant on a 20 acre site near San Leandro. Employment is estimated between 400 and 500. **American Home Products Co.**, an H. H. Clapp Co. subsidiary, is planning another plant at San Jose to make canned baby food. Employment is estimated between 200 and 300.

● **Paraffine Companies, Inc.** (Pabco) plans to invest more than 4 million dollars in expansion of its Bay Area plants and counts on increasing its jobs by one-fourth, thus absorbing all its returning servicemen without letting out any faithful new employees.

● **Petroleum, Chemicals, Plastics**—The Bay Area oil industry has developed into one of the world's great chemical industries, producing some 500 different products and planning to expand into hundreds of specialties. Its by-products lay the foundation for manufacturers in plastics and synthetics; its wide range of chemicals opens opportunities for small manufacturers to market insecticides, disinfectants, solvents, greases, water-proofing compounds, and household products.

● **Marchant Calculating Machine Co.** at Emeryville started looking for an additional 800 post-war employees, and had plans ready for an investment of \$1,500,000 to double and greatly improve its factory.

● **Schlage Lock Co.** at San Francisco is speeding conversion to its hardware lines and discloses it will get into consumer goods it hasn't previously made for national and international lines.

● **Five Bay diesel engine plants**, manufacturing 96 per cent of diesels made west of the Mississippi, were able to convert overnight to power plants for marine and industrial use.

Chemical and petroleum facilities expansion during the war period between July 1940 and May 1944 in the Bay Area were reported at \$57,823,000 by W.P.B.

● **Opportunities in Small Plants**—Many of the opportunities for increasing peacetime employment will be in small plants, employing less than 100 persons. The Federal Reserve Bank of San Francisco survey revealed that these plants intend to employ about 22 per cent more workers during the immediate postwar period than they did in 1943 and 39 per cent more than they did in 1939.

The San Francisco Chamber of Commerce during 1944 announced 55 industrial expansions and 48 new factories with total investments amounting to nearly 10 million dollars. As an indication of the increased tempo, during 1945 the total up to November was 324 new industrial ventures and 276 factory expansions were announced with estimated expenditure outlays amounting to a total of \$116,741,945.

"Industries are moving West at the greatest rate we have ever seen," according to a Southern Pacific official. "The Pacific Slope is proving the fastest-growing region in the country, and the new plants locating here are a better cross-section of American industry, from machinery to consumer goods."

● **Apparel City**—Apparel City, like the projected World Trade Center, stirs the imagination. The garment manufacturers of San Francisco will build a four-million-dollar center of factories on 25 acres in the Potrero District adjacent to a 120-foot-wide boulevard. Apparel City will have 37 buildings, stepped up from one to six stories with flower studded lawns and an abundance of sunlight. There will be provided complete facilities for 10,000 workers, including shops and swimming pool and Needle Crafts School to recruit new employees.

● WHOLESALE DISTRIBUTION AND EXPANSIONS

A buying office of Associated Merchandising Corp. (AMC) has been established in San Francisco for department stores in 23 American cities and abroad.

San Francisco Western Merchandise Mart whose \$3,000,000 building was erected in 1937 has announced an expansion program representing an investment of \$1,800,000 scheduled to be ready by January 1947. Already home goods manufacturers, distributors and wholesale firms throughout the nation have reserved office and showroom space.

The Mart houses representatives of one thousand factories in furniture, radios, appliances, floor coverings, gifts, housewares, toys, decorative accessories and textile lines. These factories supply half a billion dollars' worth of home goods annually to merchants in the Western area. 60,000 visits a year are made to the Mart by retail store executives and buyers of home goods from the eleven Western states.

The Bay Area is the strategic center for Pacific Coast wholesale and distributing and under peacetime conditions will undoubtedly come in for many expansions. The Western Merchandise Exhibitors have a program for increasing the prestige of

San Francisco as a Market Center for the 11 Western states.

• RETAIL TRADE AND SERVICE

Expansions in the retail and service establishments such as, food stores, eating places, barbers, cleaning, tailors, and fix-it shops—all of which have been handicapped in the war period by scarcity of personnel—will provide probably the greatest source of Bay Area post-war jobs. These are urgently in need to meet the demands of the greatly increased population in this area.

One estimate reported that about 70,000 selling jobs would be open due to the unprecedented buying boom, especially for the hundreds of millions of dollars worth of consumer goods of every description which will be coming into the market in the early months of the postwar period. The Bay Area market for household goods and electrical equipment alone is estimated at about 150 million dollars.

The skilled and semi-skilled mechanics needed to carry out the 182 million dollar Work Pile in San Francisco and one in Oakland of approximately 150 million dollars, in addition to the industrial and utility projects, should create ample job opportunities in these fields. Jobs mean trade.

• CONSTRUCTION

Private Building—The volume of potential private and public constructions in the San Francisco Bay Area is enormous. With the lifting of all private restrictions on October 15 of this year, the way is now clear for expediting the private construction work. In the home building field alone there is a ready-made market for an estimated 125 thousand new private dwelling units which will cost approximately 500 million dollars. Other millions will be spent on new stores and commercial expansions.

As far as the immediate home building program, the Associated Home Builders of San Francisco indicate that local builders have their lots, plans, and financing all set to construct 5 thousand within one year at an estimated cost of nearly 40 million dollars with some 30 thousand homes in prospect for construction in and close by San Francisco during the next three to five years. This association reports that 30 thousand building lots are available for construction purposes. In one sub-division just south of the county line there is a 750 acre tract where 4,000 homes are planned. Other sub-divisions call for between two and three thousand homes. Housing has been one of the most urgent needs throughout the entire war and still is one of the foremost projects for immediate development. Besides the housing projects in San Francisco proper, there will be many thousands others constructed throughout the Bay Area.

Public Housing—In addition to the private housing, a number of deferred public housing projects authorized in the prewar period will be started in San Francisco at the earliest opportunity. These include such projects as the Ping Yuen project to accommodate 231 Chinese families, the North Beach Place for 226 families, Bernal Dwellings for 201 families, Glen Crags in Glen Park for 171 families, De Haro Plaza, site of the present Carolina War Housing Units, for 135 families and Hunter's View at Hunter's Point for 150 units. In all, approximately, there are something over 1,100 family accommodations scheduled in this group. During the war, upward of 8,500 temporary dwelling units were constructed in the city, of which all, under the Lanham Act, must be removed within two years from the end of the emergency.

Private Commercial—In the private commercial field San Francisco is on a new threshold. Here are a few of the prospective developments which have already been announced.

J. Magnin is going to move its store to Geary and Stockton. Macy's of New York is entering San Francisco and taking over the O'Connor Moffatt store. Woolworth is putting up a

new building on the present site of the Flood Building. City of Paris is spending 100 thousand dollars in new additions. Hale Bros. is planning to invest 6 million dollars at Fourth Street. Spiro's on Market Street is spending 50 thousand in remodeling. One and one-quarter million is being spent in the Crystal Palace Market. New leases have been taken out at Van Ness and Market. There are new buildings and leases at Market and Sixth, Market and Seventh, Market at Eighth, Ninth and Tenth. There is a new 20 story building planned on California Street. Blum's is expanding to Van Ness and Sacramento, and a new theatre is planned on Clay and Van Ness, and an arcade of stores with three-story frontages. There is a new produce market planned to modernize handling of fruits and vegetables in the city that will cost several million dollars. A great world trade center project is figured at over 30 million dollars. All over town are great new projects now under way, or planned for the immediate future.

The Boys' Club is to have a new center at Broderick, Oak and Fell Streets costing 500 thousand dollars. Sears Roebuck is expanding at Geary and Masonic. There are plans running into millions for a new San Francisco State College. The expansion of the University of California Medical School to cost 6½ million dollars. As it has been well said, most of these projects are so near us that we cannot see them, but these are being unfolded before our very eyes and many others are planned and announced daily.

Public Works—The Public Works Program in the Bay Area will amount to many millions of dollars. Both San Francisco and Oakland have definite programs in addition to the Work Pile previously referred to. The Citizens' Postwar Planning Committee of San Francisco has recommended priorities for some 24 projects costing 177 million dollars. Some of these are recommended to be carried on an annual budget basis, others will be revenue producing, and some will be financed by bond issues. They include airports, streets, terminals, recreation facilities, street railway facilities, public buildings, and other much needed public improvements.

• **Oakland's program** calls for 172 million, the largest portion of which would be required for street work amounting to about 79 million dollars, and immediate improvements on the Port of Oakland call for 5 million dollars.

Richmond has approved a 4 million dollar Memorial Civic Center.

In addition to the public work programs of the cities, millions will be spent by the State on highways serving this area (the cost of the San Francisco section of the Bay Shore Freeway alone is estimated between 30 and 40 million dollars). Other millions will be spent by the private utilities whose expansions have been held to a minimum during the war period.

• UTILITIES

Pacific Telephone and Telegraph will have to spend over 130 million in California to catch up, and the Pacific Gas and Electric Co. plans to spend about 30 million a year in expansion of facilities to serve home, farm, factory and business. Railroads are in the market for lightweight box cars and Diesel engines.

Not far away from the immediate Bay Area and directly tied into its economy is the great Central Valley Project. The Bureau of Reclamation proposes to spend 168 million dollars to complete the Project and ultimately the government wants to invest nearly a billion-and-a-half dollars in developing the Central Valley to provide water for more than 9 million acres, and an additional 15 billion kilowatt hours of electricity a year to drive new industries and improve our standard of living.

• WORLD TRADE

After nearly four years during which practically all the cargo which left the port of San Francisco was military materials carried by government vessels, private shipping across the Pacific is being resumed. The Army stopped supplying the Philippines on September 1. Thus, once again as San Francisco becomes a commercial port, the Matson Line is anticipating a 100 per cent increase in passenger traffic from the mainland to Hawaii during the postwar period. The first postwar outbound ship of President Lines sailed from San Francisco on October 12.

• **In the prewar period** San Francisco ranked first in

the Pacific Coast in peacetime water-borne commerce and third in the nation. Following Pearl Harbor, the area cleared more military cargo than any other port in the nation, and as the war in the Pacific ended, the San Francisco Port of Embarkation, which had been recently designated by its Commanding General as "the most important port in the world" was operating at new highs.

Big things are stirring in the world trade field. A world trade center, a sort of Rockefeller Center of foreign trade, is being planned for lower downtown San Francisco, a group of buildings to be headquarters for exports and imports, consulates, steamship, aviation and railroad companies, and everything connected with world commerce. A number of prominent businessmen head the group. They have estimated the cost at about 35 million dollars and believe it is basically sound. Preliminary architectural plans call for a central tower, Pacific, Orient, Pan-American, and Europa buildings, transportation buildings with helicopter landing fields. Progress is reported in financing of this project. Also planned is a Pacific center for the Institute of Pacific Relations, a Pacific Postwar Congress of Commerce and Industry, and a permanent Sample Fair for West Coast products.

A branch of China-America Council of Commerce and Industry has been formed by leading industrialists to develop trade with China. Chinese representatives have indicated they would like to buy about 100 million dollars worth of supplies providing development loans can be obtained. These include railway equipment, machines, ships, everything to help industrialize China and everything produced in local plants.

A Purchasing Commission of the Dutch East Indies in San Francisco is planning to spend 2 billion dollars, 400 million in relief and reconstruction of the Indies. It is placing orders in the Bay Area for food, clothing, drugs, simple tools, heavy machinery, and pumps.

Between 3 and 4 billion dollars of American credit have been built up by Latin Americans which places that market in a favorable position to buy our products.

San Francisco has been promised America's second foreign trade zone where imports can be stored, packaged or processed without duty for resale to a foreign market or until sold in this country.

● **To sum up our world trade position**—Under favorable conditions where the United States is investing heavily abroad and permitting more imports, the United States Department of Commerce believes the Bay Area can take the lead in West Coast exports that may exceed the prewar levels by from 3 to 4 times, or to more than a billion dollars of trade a year. And according to Bruce Barton "the next 100 years will belong to the West and the Pacific."

● SHIPPING

The United States has about 5,500 ships with a total tonnage of 57,500,000 in sight by the end of 1945. That is more shipping than the five leading Maritime nations owned before the war. Some 2,200 of these vessels will be the world's most modern and fastest, so the Bay Area can be served by an unprecedentedly large merchant marine.

There are also the United States Navy installations in the Bay Area, and it is their present intention to maintain permanent operations and employment at Hunter's Point and Mare Island Navy yards, the Oakland supply depot and the Treasure Island base. Repairs and conversions of warships are expected to maintain full employment in the Navy yards during the next year.

● **The Maritime Commission** also has anticipated that repair operations will be carried on in this area for the Merchant Marine. It also anticipated that some phases of the present shipbuilding activities may well continue through 1946.

One of the important things to remember in connection with shipbuilding is that the techniques of mass production in the shipbuilding industry were perfected on this Coast during the war. Through these techniques costs per ton have steadily declined. Notwithstanding the fact that we must

compete with lower labor standards in other countries, it is conceivable, according to one of the prominent builders, that we can produce ships in this area in competition with any other shipbuilding industry in the world.

● THE AIR AGE

The Bay Area is one of the five greatest commercial air centers. The area is well organized to exercise leadership in this field. Four super-airports and 24 to 40 small airports are proposed for the Bay Area, including a new 20 million dollar Golden Gate International Airport on the Berkeley-Albany Shore. This fall the voters approved a 20 million dollar bond issue to make the Municipal Airport of San Francisco one of the world's finest.

Already fleets of luxury airliners carrying 50 to 60 passengers and capable of operating at 300 miles an hour have been ordered for San Francisco runs. Global lines will offer the Bay Area frequent, luxurious, low-cost flights to Hawaii, China, Australia, Alaska, and South America. The air travel time between San Francisco and New York is approximately 8 hours; to Ottawa, Canada, 9 hours; to Mexico City, 6 hours; to London, 18 hours; Paris, 19 hours; Moscow, 20 hours; to Buenos Aires and Rio de Janeiro, 22 hours; Manila, 23 hours; and Singapore, 28 hours. Thus, practically the entire world is within the reach of a single day's travel from San Francisco.

● CONVENTIONS AND TOURISTS

Not one of the least activities of the Bay Area is the huge annual tourist business which brings, during normal years, more than a million people who spend upward of \$3 million dollars here.

● **Californians, Inc.** expects to triple its effective national advertising in the postwar period. Unquestionably, the new methods of travel being developed by the railroads and new commodious airplanes will bring droves of Eastern vacationists into this area as soon as the facilities are available. Already the Chamber and other local agencies are being deluged with inquiries for information by prospective tourists and settlers who have been restricted by government regulations to move about freely for the most part of four years.

The tourist industry in California is reputed to be a 250 million dollar a year business and requires the services of nearly one-quarter million people. Now perhaps more than at any other time the American people are travel-minded. Since the discontinuing of gasoline rationing, travel to Yosemite National Park has established a record. If this trend continues through the winter, as expected, the total attendance this year will exceed the pre-war peak. All the way along the line in this field, state parks, national parks, travel facilities and stopping places, great potential job opportunities are contained.

● CONCLUSION

In conclusion, it will be recognized that we have been emphasizing strongly some of the real things which are scheduled to take place now and in the immediate future. The United States census of August 1, 1945, reveals over 827,400 people living in San Francisco, or nearly 200,000 more than there were at the beginning of the war. Thus, numerous commercial and business opportunities have been created in a community whose civilian facilities have been held down to the prewar level. The same is true for practically every incorporated city in the Bay Area of which there are some 54 within the 50-mile radius of the central cities with a combined population of 2,004,799 out of the 2,400,000 in nine counties.

All the cities in this area have been tussling with expansion problems and adjustments due to the in-migration allied with the war effort. Now they are engaged in the responsibility of returning to peacetime activities and shaping the community affairs to provide for pleasant living conditions where business and industrial opportunities already abound. Thus, the Bay Area outlook is exceedingly bright.

